

THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 1.

CANNERS WANT INSPECTION ALSO.

Canners of vegetables, fruits and fish are now eager to get in under the protection and benefits of government inspection. They have seen how it works with meat packing and they want the benefit of the government inspection label as a guarantee for their goods. Their desires are set forth in the following communication to canneries:

All over the country is coming the demand for Government inspection of food plants; and canning factories are in this list. The trade will doubtless welcome the certificate of purity and healthfulness that Government inspection would give its product. If every can containing fruit, vegetables or fish bears the guarantee of the Government that its contents are pure and therefore fit for food, consumption would undoubtedly multiply many times in a short while.

Knowing that your factory is constructed on sanitary principles and that you invite public inspection, we feel sure you will favor a proper Government inspection.

Therefore we suggest that you immediately write your Congressman and United States Senators urging upon them the necessity of legislation to bring this about. Do not delay but attend to this at once. Let the canners be foremost in asking such legislation before public opinion tries to force it. We know you will welcome every opportunity to demonstrate your sincerity in being an advocate of pure food. It must mean a greater consumption of canned foods.

Yours very truly,

NATIONAL CANNERS' ASSOCIATION,
Charles S. Crary, President.

INSPECTION AT PACKERS' COST.

Under an ordinance enacted by the board of aldermen of Denver, Colo., the cost of meat inspection in Denver, totaling \$8,000 a year, will be shifted upon the abattoirs and packers. The bill imposes a 10-cent inspection fee upon every dressed carcass, cattle, sheep or hog. Or if the packers and slaughterhouses elect they may pay \$100 a month in a lump and escape the 10-cent fee.

The big packing plants at Denver all have government inspection, and the ordinance is designed to affect smaller slaughterers doing only a local trade, who escape the more thorough government inspection. They will now have to accept government inspection or else pay the city fee.

A NEW OLEOMARGARINE PLAN.

It is reported that local oleo clubs have lately been established in many Wisconsin towns to stimulate the consumption of oleo, thereby reducing butter prices. Delegates from thirty-seven of these clubs met at Rhinelander, Wis., recently and organized a State federation.

CEREAL SAUSAGE MAY BE SOLD Important Precedent Established by Michigan Court

Reference was made in the last issue of The National Provisioner to the decision of the Michigan Supreme Court in the Armour case, in which the right was definitely established of sausagemakers to market their product containing cereal binder and water, provided such product is properly labelled. This decision is of the greatest importance to the sausagemaking trade, particularly because of statements it contains, and for that reason the decision of the Michigan court of last resort is reviewed more at length at this time.

Armour & Company took up the fight in behalf of sausagemakers, who contend that they have a right to market wholesome products made according to the custom of generations. The food commissioner of the State of Michigan decided in his own mind—being a food faddist of the Wiley stripe—that nothing was sausage that was not all meat. He therefore determined that nothing but all-meat sausage should be sold in his State. He issued a public warning against cereal sausage products, and threatened dealers with prosecution who should sell such products. This naturally injured sausage business in the State, and the Armours took up the case for the trade.

Lower Courts Against the Trade.

The progress of the matter in the courts has been reported in the columns of The National Provisioner and the argument fully rehearsed. The lower courts decided against the sausage makers, and ruled that the commissioner could boycott as he pleased. The Armours carried the case to the highest court

in the State, and have now achieved a very emphatic triumph over the food faddist official.

The court's decision sustains the right to market in the State cereal sausage and sausage containing moisture, provided the character of the product is stated on the label. This the trade has done already, in complying with the federal law. The State food commissioner denied the right of the sausage makers to sell such products in the State, even if so labelled. The court overrules his attitude on this point and emphatically sustains the right of the trade to market its product.

Markets Now Open to Cereal Sausage.

The only thing that can prevent the sale of such sausage products in the future is the enactment of a law by the State legislature specifically prohibiting them. It is not likely that any State legislature will be so far carried away by the food fad mania as to enact such legislation, and it is doubtful if it would be sustained as constitutional if enacted.

The court's opinion opens with a review of the controversy, which began when State Food Commissioner Bird sent a circular to all meat dealers in Michigan, warning them that they would be prosecuted if they sold sausage containing cereal binder or water. This circular was aimed specially at the big packers' products, and affected their trade materially, so that Armour & Company filed a complaint in the courts. In their bill they review the State and federal laws, show that they comply with the federal law and regulations and with the custom of years, and submit copies of their sausage labels.

In its decision the Supreme Court, thus reviewing the case, says that the following facts are admitted or established beyond controversy, and it is the court's declaration of these facts in plain language that constitutes one of the victories for the trade. The court declares that:

Cereals and Water Declared to Be Proper.

(a) The sausage manufactured by the complainant is a wholesome article of food. It contains nothing deleterious to health.

(b) It is a mixture or compound within the meaning of the proviso in the statute above quoted, being composed of meat, cereal, salt and spices.

(c) It is made in accordance with the Act of Congress and directions prescribed thereunder by the Secretary of Agriculture,

NINE CENT HOG IS HERE.

Notwithstanding recent increased marketing of hogs the price has remained persistently above the 8-cent mark, and this week saw 9 cents reached for top hogs at one market. It was at Buffalo on Tuesday that the 9-cent price obtained. The same day hogs brought \$8.60 at Kansas City, in spite of heavy receipts. It was the highest mark since 1882. At St. Louis the same day the top was \$8.75, while at Pittsburgh the high mark was \$8.90 on the same day, the highest ever recorded there. The top on that day at Chicago was \$8.75.

and under the inspection of the United States inspectors.

(d) Sausage is made of different kinds of meat, viz: pork, beef and veal. Whether manufactured for interstate commerce or domestic use within the State, it is sometimes made with cereal, and sometimes without it. Cereal is not a necessary ingredient to its manufacture, although it has been used by most manufacturers for many years.

The Use of Water in Sausage.

(e) Water is an essential ingredient in the manufacture of sausage, whether made with or without cereal. This is shown by the evidence of the defendants. One of their witnesses, with an experience of thirty-five years, testified:

"In the manufacture of pork sausage we use pork, and if the pork is a little too fat we put in some veal or beef. It is necessary to have a little water added, a quart and a half to 100 pounds. It is pretty hard to make them without. We use a little more water than would be found in the meat when freshly killed."

Another who had been engaged in the manufacture of sausage since 1864, testified:

"I put a little water in pork sausage. I use from five to ten pounds of water to 100 pounds of meat. Enough to make it pliable, that is all. I use from eight to ten pounds of water in making beef sausage. I presume you could make sausage without water, but you could not stuff it very well."

Another, who learned to make sausage in Germany, testified:

"I have always used water and still use water in the manufacture of sausage. Water is necessary. They use water in making sausage in Germany. So far as I know everyone used it."

(f) It is not in violation of definitions four and seven of the act. It does not violate definition seven because it contains no substance or ingredient poisonous or injurious to health. It does not violate definition four because meat is the basis and principal ingredient of the article. As manufactured by complainant it contains from two to ten per cent. of cereal. It is and has been for more than forty years, recognized in the trade as sausage. When sold as sausage with cereal added it deceives no one, is not an imitation, and manufacturers are entitled to manufacture and label it as sausage with cereal. It is not contended the manufacturers have not the right to use the name "sausage" when sold with a proper label.

Cereal Sausage as Pure as Any.

The court goes on to say that the federal and State laws are very much alike. It adds that the judge in the lower court, who decided against the sale of cereal sausage in the State, nevertheless admitted that such sausage as Armour's "is probably as healthy as pure (all-meat) sausage, such as was known to the fathers." The court continues:

Briefly stated then, the case is this: Complainant, a resident of another State, is manufacturing and shipping into this State a wholesome article of interstate commerce in strict accord with the law and regulations of the federal government. State law cannot interfere with this interstate traffic. The law here involved does not attempt to interfere with it, or to deny to the complainant the right to sell and ship its goods to retail dealers in this State. There are, therefore, but two questions material to the determination of this controversy, viz:

(1) May the State through its legislatures enact laws regulating the domestic sales of this product to consumers within the State?

(2) Does the statute above cited include the product made by the complainant?

The court proceeds to discuss these two points, disposing first of the point that the State has a right to enforce regulations of its own aside from federal laws. It then discusses the packers' claim that the commercial

(Continued on page 23.)

COTTON OIL MEN IN OLEOMARGARINE FIGHT

In the contest which promises to take place during the present session of Congress for a repeal or revision of the federal oleomargarine tax law the cottonseed products' interests are taking an early and active part. It is of the greatest importance to the cotton oil trade that oleomargarine should get a square deal, since the use of cottonseed oil in edible channels means so much more to the producers.

President Allen, Secretary Gibson and other officers of the Inter-State Cottonseed Crushers' Association recently visited Washington to register their demand for a revision of the law. They had conferences with important officials and members of Congress and put in some good work for the cause. An instance of the active and practical campaigning being done by the Association is the following letter sent to the cotton growers of Texas by President Allen:

Little Rock, Ark., Dec. 23, 1909.

Texas Cotton Growers' Association, Waco, Texas.

Gentlemen: The fight is on between the cotton oil milling industry of the South and the dairy interests of the North and West, and as this fight involves the interests of the cotton-grower, we urge that you give the subject your earnest consideration.

In 1901, through the efforts of the dairy interests of the North and West, and the incidental expenditure of large sums of money, Congress passed what was known as the Grout bill, fixing an internal revenue tax of 10 cents per pound on colored oleomargarine.

Oleomargarine, having for its constituents, oleo fat from beef, cottonseed oil and creamery butter, was being sold on the market at from 15 cents to 18 cents per pound, and was in great demand as against creamery or dairy butter at 25 cents to 30 cents per pound. It filled a want of a large class of people who were unable to supply their families with the higher priced butter. There was no complaint on the part of the butter trust that oleomargarine was unwholesome, but on the contrary, the evidence before the Agricultural Committee of Congress, submitted by the Government and various State chemists, unequivocally pronounced oleomargarine a pure and wholesome substitute for butter—a healthful article of food, as digestible as butter.

But, as the oleomargarine manufacturer was using the same harmless coloring matter as used by the butter trust, and could undersell the butter maker, he must be choked off, and by a feat of the most unparalleled class legislation, utterly subversive of our theory of government, the 10 cent tax was imposed.

As a result of this law butter has advanced to 35 cents to 45 cents per pound, and we are not sure that we are not getting the renovated article palmed off on us as dairy butter, while the Government is being annually deprived of \$2,000,000 revenue, which it collected under the former law by imposing a tax of 2 cents per pound on colored oleomargarine.

Nor has the sale of oleomargarine ceased, as was hoped for by the butter people. The dishonest dealer buys the white goods of the manufacturer, adds the color, sells it as butter and pockets a profit of 15 cents to 20 cents per pound, and the Internal Revenue Department declares itself unable to cope with this fraud.

The manufacturers of oleomargarine are anxious to eliminate this fraud. It is hurting their business. They ask that they be allowed to manufacture colored oleomargarine, and to sell it upon its merit as oleomargarine, not as butter, and then invite Governmental inspection and restriction, with severest penalties for violations. They ask that the present prohibitive tax of 10 cents per pound be modified, and that the former

law imposing a 2-cent tax be substituted for the existing statute.

Now, my farmer friends, how does this concern you? As a cotton grower, you are concerned in the output and disposition of cottonseed oil. The greater the demand, the higher the price, which means a higher price for cotton seed. And, right here I venture the prediction that when cotton seed products have come into their own, when their intrinsic value shall have become known, the demand will far exceed the supply, and cottonseed will find a ready market at \$40 per ton, or \$15.00 per ton higher than corn at 70 cents per bushel.

And how does this question affect the wage earner? Let us suppose that his family consumes one pound of butter per day or seven pounds per week, at a cost of \$2.45 to \$2.80 per week, which is a considerable item for one article of food—a necessity. If he can buy an article just as good in taste, just as wholesome and nutritious, for less than half the sum, will he do it? When he buys oleomargarine he knows he is not getting renovated butter. He knows that he is getting a pure and wholesome article of diet, manufactured under the supervision of the Government, subject to most searching sanitary restrictions; no chance for the product from tuberculous cows, and filthy milkers and milking barns, no typhoid germs, but a sweet and delightful edible fat that may grace the palate without that ever-haunting fear that assails the appetite, when "the how, the where, the when" is in doubt.

The Inter-State Cottonseed Crushers' Association, whose interests are so closely allied with those of the cotton grower, submits these facts for your consideration, trusting that you will take such action by resolution or petition as will convey to the authorities at Washington your condemnation of the present oleomargarine law.

Congressman Burleson of your State has introduced a bill, the text of which is embraced in the attached article taken from The National Provisioner of December 18.

Yours truly,
A. D. ALLEN, President.

DEATH OF A CANADIAN PACKER.

Donald Gunn, president of Gunns, Limited, the big Toronto, Can., packing concern, died of injuries received by being run down by an automobile on the streets of Toronto on Dec. 18. He had just stepped from an electric car and did not see the automobile which struck him. He died some hours later from a fracture of the skull. Mr. Gunn was 66 years of age and was born in Beaverton, Can. He engaged in the produce business in Toronto in 1871 and his firm became one of the largest in the Dominion. Later it entered the meat packing field and under the active direction of a brother, Andrew Gunn, as managing director, cuts a big figure in Canadian packing. Mr. Donald Gunn was famous as an importer and breeder of fine livestock. He leaves a widow, two sons and two daughters.

LIVESTOCK EXCHANGE IS ILLEGAL.

The independent livestock dealers at the Kansas City Stock Yards have won their anti-trust case in the lower court. Judge True, of the Wyandotte County District Court, decided Thursday that the Traders' Livestock Exchange was a trust and ordered it dissolved. The exchange will appeal to the Kansas Supreme Court. The suit was started two years ago by the Attorney-General of Kansas. The independent traders alleged that they were boycotted by the members of the Traders' Exchange.

LOSING SOUTH AFRICAN CANNED MEAT TRADE

Australia and Argentina Capture It by Cheaper Prices

By U. S. Consul Edwin N. Gunsaulus, Johannesburg, S. A.

[EDITOR'S NOTE.—Another indication of the far-reaching effect on the American packinghouse industry of the diminishing supplies of meat animals as compared to increasing consumption is given in the following earnest warning from one of our consular representatives in South Africa that we are rapidly losing our great trade with that part of the world in canned meats. He urges that steps be taken to meet the lower prices of competing Australian and Argentine products. Present conditions of supply do not promise the possibility of following this advice. Nevertheless it is worthy of serious consideration.]

This report is intended as a note of warning to the meat-packing concerns of the United States of the keen competition now being waged in the sale of canned meats in this consular district and in South Africa generally, and of the danger of the South African market being largely lost to them unless they are prepared to more successfully meet the prices of similar firms operating in Australia, Argentina, and one or two other countries, whose products, consisting mainly of corned beef, are being exported to this country.

From recent interviews with the South African representatives of leading meat-packing houses of the United States and from information obtained from other sources of undoubted reliability, I am convinced that the American canned beef, the quality of which can not be questioned, is gradually but surely losing ground in this market by reason of the distinctly lower prices at which a similar article is being sold to local dealers by Australian and South American firms, which are reaching out for this trade.

The Price Question Is a Serious One.

The difference in the prices of the American canned meats, particularly corned beef, which constitutes the real basis of the trade in South Africa, and those quoted by the Australian and Argentine houses, is so marked that unless this competition can be met the control of the entire South African market will eventually pass from the United States into the hands of the competing countries referred to. When it is stated that the Australian canned beef is delivered here (c. i. f.) at a much lower cost than is accepted for the American article (f. o. b.) at American ports, the extreme disadvantage attaching to sales of the latter product becomes apparent. In addition to this adverse influence on American sales resulting from high prices, the Australian beef is given the benefit of a preferential tariff of 9d. or 18 cents per case.

I am reliably informed that since the late advance in the price of the leading American brands of beef the difference in the cost of these brands and similar goods from Australia, delivered at South African ports, duty paid, is over \$2 per case (a case contains 48 12-ounce cans) in favor of the Australian goods.

The slight difference in favor of Australian canned meat in the rate of duty charged by reason of the preference granted to imports from British territory (one-half cent per pound) can not be considered a serious obstacle, as this small item is more than overcome in the superior quality and packing of the American product, but when it is considered that, aside from this, South African im-

porters are required to pay nearly \$2 per case more for the American article than for the Australian goods, in the quality of which there is only a slight difference, it is clear that the wholesale dealer will not be inclined to push that article on which he derives little or no profit, but on the other hand will, as a matter of self-interest, limit its sale as much as possible.

Growing Importations of Canned Meats.

The demand for canned meats in South Africa, according to the customs returns for the eight months of this year, ended Aug. 31, is steadily increasing, there being a gain of over \$30,000 in the value of importations of canned meats as compared with the importations for the corresponding period of 1908. Last year the imports of preserved meats into South Africa amounted to over \$380,000, about one-half of which was purchased in the Transvaal alone, Rhodesia also being a large buyer of these goods. According to the increase already shown this year it is reasonable to state that the imports into British South Africa for 1909 will approach \$450,000, an increase of \$70,000 over the preceding year, and this in spite of the constantly increasing production of cattle in the country.

It will thus be seen that British South Africa as a market for preserved meats is worthy of the careful attention of American packers, and that some steps should be immediately taken to arrest the flow of trade toward those competing countries now so energetically striving for supremacy in foreign fields.

Australian and Argentine Competition.

The Australian and Argentine competition has hitherto been mainly directed to the Transvaal and Natal colonies, but I am credibly informed that Rhodesia is now a coveted field, and that Australian and Argentine beef is now being sold there in considerable quantities. A case in point is that of a recent shipment of 1,000 cases of Argentine canned beef to Bulawayo at 20 per cent. cheaper than the American product. Except for the well-known excellence and popularity of American brands of corned beef the lower prices at which competing countries land their products here would have proved still more ruinous to the American trade in these goods.

With the improvement in business which has fairly set in and with the development of the country, particularly in the Transvaal and Rhodesia, by reason of the railway building and increased mining operations under way, with a consequent increase in population, the demand for portable foodstuffs such as canned meats and milk is not only bound to continue, but is likely to show a very material increase within the next year.

The future of the American canned-meat trade here, where in the past it has possessed the field without any serious opposition, largely depends upon the ability of the producers to meet the competition of Australian and Argentine houses which are laying siege to the market by the telling argument of "as good goods at lower prices."

THE CANADIAN BEEF TRADE.

The head of the cattle and meat inspection service of the Canadian Government, Veterinary Director General Rutherford, has recently made a special report on the cattle and beef trade of Western Canada. Concerning this and discussing the matter of exporting dressed beef and live cattle, he says in part in this report:

The more advanced thinkers among our Western stock growers have, for a long time, been earnest advocates of the establishment of a dead-meat trade, and it is altogether likely that the trade would have been inaugurated years ago had it been possible to secure the required capital. A number of packing establishments, in which both beef and pork are prepared for local and Pacific coast trade, are now in operation in Alberta and Manitoba, but no serious attempt has ever been made to develop and build up an export industry in meats or meat food products.

It is true that in recent years some American packers have established outposts in the Canadian West, with results, so far at least, beneficial to the stockman, and it is possible that this action on their part may be only preparatory to larger operations, provided the field is found to be sufficiently promising.

The advantages to be gained from the establishment of an export trade in dressed meat are, in the opinion of those who have most fully and carefully considered the subject, quite beyond question. In the first place, there is a very serious loss from the unavoidable shrinkage which occurs in the carriage of live cattle by land and sea over the enormous distance which separates the original seller from the ultimate buyer. While this shrinkage will, no doubt, become proportionately smaller with the general adoption of improved methods of handling, finishing, and transporting the stock, it can never be entirely eliminated, and even when reduced to a minimum it will, I think, be found to constitute the determining factor in establishing the superiority of the dead-meat trade from the profit point of view, at least so far as concerns all cattle except those of the very best quality and finish.

Why the Cattle Trade Must Be Continued.

It must not be forgotten, however, that there is a constant paying demand in Britain for home-killed dressed beef. This demand is certain to continue and as it can never, under existing conditions, be fully met by the British feeder, it is likely to remain profitable to those countries which, owing to their freedom from disease, are permitted to land live cattle in Great Britain, and are at the same time so situated geographically as to be able to transport such cattle at a reasonable cost and with not too great a risk of loss.

In those two respects Canada occupies, and will probably continue to occupy, a most favorable position. Many countries which, under other circumstances, would be our keenest competitors, have been compelled, for one reason or another, to abandon their export trade in live stock for that in chilled or frozen meat. As they are year by year improving their facilities for the carrying on of this trade, the supply of dead meat in the British markets is likely in the near future to exceed the demand. In the United States, the only country at present in a position to compete with Canada in the live-cattle trade, the home consumption of meat is increasing so rapidly that the surplus for export is likely soon to be a negligible quantity.

It would thus appear that while the establishment of a chilled-meat trade is necessary and advisable, it would be a short-sighted policy to contemplate the complete abandonment of our present export business in live stock. It should therefore, in my opinion, be not only continued, but fostered and encouraged by making the conditions surrounding it as nearly perfect as possible.

Want a good position? Watch the "Wanted" page for the changes offered there.

TRADE GLEANINGS

The Republic Cotton Oil Mills, of Graham, S. C., are to build a cotton oil mill.

Thomas C. Methvin and Henry F. Maund, of Dexter, Ga., are to erect a fertilizer plant at Dublin, Ga.

The United States Packing Company are planning to erect a large poultry packing plant at St. Joseph, Mo.

The Central Beef Company, of Elizabeth, N. J., expects to occupy its new finely appointed building about April 1.

The Cudahy Packing Company of Wichita, Kan., are to start work shortly on their new lard refinery and oleo oil building.

It is reported that Jacob Weinberger, of Lucerne, Col., is interested in the establishment of a packing plant at Denver.

It is reported, although not confirmed, that Swift & Company will announce an issue of \$15,000,000 new stock or bonds in January.

The stable at the plant of the Rosalyn Packing Company, at Washington, D. C., has been damaged by fire to the extent of \$1,500.

The Union Gin & Mill Company, of Fairmont, W. Va., are to operate a cotton oil mill in conjunction with their ginning plant.

Swift & Company are remodeling their beef and hog coolers at their St. Joseph, Mo., plant. Some \$75,000 will be spent on the work.

The Indiana and Ohio Live Stock Insurance Company, of Crawfordsville, Ind., have increased their capital stock from \$100,000 to \$200,000.

The Lee County Cotton Oil Company, of Sanford, N. C., has been incorporated with

\$50,000 capital stock by J. D. Barber, J. P. Barringer and others.

The St. Louis Independent Packing Company, of St. Louis, Mo., have purchased land adjoining their plant and will probably enlarge their present plant.

The Enterprise Soap Works, of Nashville, Tenn., are to erect a plant adjoining that of the Tennessee Packing & Stock Yards Company. Some \$100,000 will be spent.

The Danahy Packing Company's plant and stock at Clinton and Metcalf streets, Buffalo, N. Y., was damaged by fire to the extent of \$75,000 on Thursday. The loss is fully covered by insurance.

George S. Hart & Company, one of the largest butter and cheese firms in New York City, have assigned for the benefit of creditors. The liabilities are placed at \$204,000, with about \$70,000 assets.

The D. E. Brennan Company, of Newark, N. J., have incorporated with \$50,000 capital stock to deal in provisions, etc. The incorporators are: Solomon S. Maybaum, Sidney Stein and Arthur G. Smith.

The Rochester Compound Company, of Rochester, N. Y., has been incorporated with \$25,000 capital stock to manufacture and deal in soaps, etc. The incorporators are: C. W. Bly, F. C. Hovey and A. Block.

The Cohocton Soap Co., of Cohocton, N. Y., have incorporated with \$1,200 capital stock to manufacture soap, etc. The incorporators are: Floyd L. Spaulding, Fred J. Laud and James C. Cuff, all of Cohocton.

The North York Stock Yards & Packing Company, of York, Pa., has incorporated in

Delaware with a capital stock of \$100,000. The incorporators are: William H. Mayer and Charles E. Lynes, both of York, Pa.; J. M. Frere, Wilmington, Del.

Stock for the construction of the Hagan & Cushing Packing Company's \$50,000 plant at Moscow, Idaho, has been oversubscribed. The plant has been located near the Northern Pacific and O. R. & N. railroad tracks and the N. P. is building a spur.

Work on the new plant for Morris & Company at Oklahoma City, Okla., is progressing nicely. Advice from the Chicago offices is that engines, boilers, ice machines and electric generators for the plant have been purchased and will be sent as soon as building operations have progressed far enough.

Swift & Company are having a \$25,000 refrigerating plant erected on their land east of Sanford avenue and adjoining the company's big abattoir on the Kearny meadows, Newark, N. J. The Schwarz Brothers' Company, which has a rendering plant adjacent to Swift's, is having a \$1,000 metal stable erected.

MEAT PACKING IN GEORGIA.

The new modern packing plant of the White Provision Company at Atlanta, Ga., is nearing completion under the supervision of architect D. I. Davis, of Chicago. It will be one of the most up-to-date in the country, and marks the beginning of a new era in Southern meat packing. A. L. Eberhardt, secretary of George A. Hormel & Co., Austin, Minn., and R. Mannheimer, president of the Evansville Packing Company, Evansville, Ind., were visitors to Atlanta during the past week. While there they were the guests of the White Provision Company and were shown through the new plant.

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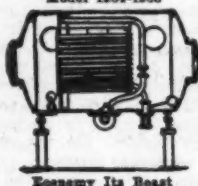
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LOSING FOREIGN TRADE

The marked decrease in our exports of meats and meat products within the past year or two has been a source of concern not only to exporting packers but to the trade at large, since general prosperity depends to a considerable extent upon the favorable disposal of surplus production and the maintenance of an outlet under all circumstances and at all times. American packers are not content to supply merely the domestic trade; there is room for expansion of the industry, and it has been expanding, up to the point where the problem of limited supplies and high cost of raw materials has come in as a serious impediment.

It is this matter of supplies and prices that is at the bottom of a great part of our export decrease. Together with unfavorable tariff and inspection regulations on the part of some Continental countries which have a selfish object in shutting out our meat products, this insufficiency of raw material and consequent increase in prices has lost us an immense amount of foreign trade.

The condition of our South African canned meat trade, referred to in a report published in the news columns of The National Provisioner, is an illustration of existing conditions. It was an old saying that you could run across an empty American corned beef can anywhere in the wildest African jungle. The Kaffirs and the Zulus were as appreciative consumers as the white man. Our canned meat exports to British Africa in 1903 amounted to 10,377,997 lbs. In 1908 they were but 914,097 lbs.

Our canned meats, particularly our corned beef, which is the staple export to that section of the world, are admittedly far superior to the Australian and Argentine competitive products which have recently cut such a hole in our South African trade. Even the preferential duty of 18 cents per case paid on American corned beef, while the Australian product enters free, "cannot be considered a serious obstacle" because of the superior quality of the American product and the more attractive character of American packing. And yet we are losing the trade.

The explanation is simple. The report referred to states that the cost of the best brands of American canned beef delivered at South African ports, duty paid, is over \$2 a case more than the cost of the Australian goods. The National Provisioner's figures show that in 1903 our canned beef exports to British Africa were valued at 10½ cents per pound, in 1906 at 9½ cents per pound, and thus far this year their value has averaged 12 cents per pound.

We beat the world in quality, and it is the excellent reputation borne by our goods, as the report states, that has prevented a more serious loss of trade and held up the demand in spite of high prices. But we cannot hope at present to compete in price with countries like Argentina and Australia, which have practically unlimited supplies of cheap raw material at their disposal. We must either increase and intensify our production of meat animals, or make up our minds to lose the bulk of our export trade.

HELPING HIM ALONG

Complaint is made by the Grocery World of Philadelphia concerning the lucubrations of a certain "food magazine" editor who has been going about the country lecturing to credulous feminine audiences about al-

leged food frauds, of which this man poses as an exposé, and upon which reputation he has been attempted to build up a circulation and business for his magazine. The Grocery World bewails the circulation of such fool tales as he tells and demands his suppression, but is only aiding him in his object by giving him more of the publicity he so much desires. This man is notoriously ignorant of the fundamental facts having to do with the food questions he pretends to discuss, and has more than once candidly though privately admitted that he did not know what he was talking about. He would hardly be able to answer offhand half a dozen queries put by an expert on food matters. But so long as he can gain notoriety he will be able to keep his "shoestring" enterprise going. The Grocery World makes a mistake in noticing him. He isn't worth it.

SOUTHWESTERN PACKING

The great Southwest, with its immense meat producing area, is attracting more attention from packing interests than ever before. Armour and Swift were the pioneers at Fort Worth, and the Houston Packing Company at Houston, the Union Meat Company at San Antonio and other like concerns have long done a prosperous business. Of late Oklahoma has loomed up as a packing center. In addition to small enterprises started and promoted, Morris & Company are now beginning the construction of one of their largest plants at Oklahoma City. It is reported that the Jacob Dold Packing Company, which already has a plant at Wichita, Kan., in addition to its Eastern plants, is contemplating the location of an Oklahoma plant. It is known that another of the largest packing concerns in the country has decided to locate a big plant either at Oklahoma City or Fort Worth. The trade is getting nearer and nearer to sources of production with its manufacturing plants, as these movements indicate.

CAUSE AND EFFECT

The president pro tem. of the Senate of the State of New York died a fortnight ago in a hospital at Canandaigua, N. Y., of intestinal trouble said to be due to ptomaine poisoning. Last week the death was reported of the head of a New York insurance company from ptomaine poisoning due to eating food improperly preserved. We have noticed no comment on these or hundreds of other instances of similar character from Dr. Wiley, the Association for the Promotion of Purity in Food Products and other self-advertisers who insist that foods should be put on the market without the protection against the ravages of ptomaines afforded by the use of harmless antiseptic preservatives.

PRACTICAL POINTS FOR THE TRADE

TO GET QUALITY IN TALLOW.

A renderer who has had difficulties with his tallow product writes as follows:

Editor The National Provisioner:

Can you give me some general information about cooking tallow so I can get a good, hard product of proper flavor and color?

The hardness of tallow and its melting point are to some extent affected by the food, age, state of health, etc., of the animal from which comes the raw material, hay-fed animals yielding the hardest tallow. Cooking has a great deal to do with these qualities also.

All material should be well washed and all the large pieces put in bottom of tank, such as heads and feet, then paunches and gut fat, and so on. Run water through until it comes out clear and clean, then close the gate valve and fill with clean water and warm up, then drain all water off and cook eight hours at forty pounds steam pressure and you will have a tallow dry and hard and of good color and flavor. It means but little extra trouble to have good instead of inferior tallow. Thorough washing and proper cooking are the essential points.

Tallow comes here from all parts of the world—England, Australia, Russia, South America, China, India, Africa and other places—and there is considerable variance in color, flavor, consistency, etc., aside from the minor differences in chemical composition in these tallows. As before stated, there is no doubt that the varying character of the food on which the animals are fed is the principal cause of these differences.

PERCENTAGES OF PORK CUTS.

A reader asks the following question:

Editor The National Provisioner:

Please tell us something about how hogs should cut up and what percentages various cuts should show.

Percentages of pork cuts vary considerably according to trim. However, every house aside from the lard question will run fairly regular. Say, for instance, at the present time American cut hams run 12 per cent., picnics 7½ per cent., butts 3½ per cent., pork loins 9 per cent., clear bellies, 14 per cent. and lard 24 per cent., making a total

of 70 per cent. Any of these percentages can be changed at the will of the operator, enough in the aggregate to make a remarkable difference.

Follow up this test system and profit by it. Suppose you want hogs for 30-lb. Cumberlands, and your tests are showing 40 per cent. That means a 150-lb. hog. Your 160-lb. hog will at 7½ per cent. give you a 6-lb. picnic. Figuring 60 per cent. of Wiltshires, your 150-lb. hog gives you a 45-lb. Wiltshire. The pork loin business, as indeed all fresh meat trade, should be pushed and encouraged. It has your old short-rib "knocked endways."

The packing business today is more like an immense butcher shop business than the old-fashioned winter packing, or even the later all-the-year-round packing. It must be to come out even. Everything is handled to the most profitable end, and at less expense than in former years, in spite of union wages, etc. The packing business today is a science, and the sooner you graduate as a scientist the better for your bank account. There is no business on earth so fascinating, and no business that is changing more rapidly.

USE OF TETRACHLORIDE OF CARBON.

A renderer and fertilizer manufacturer writes as follows:

Editor The National Provisioner:

Is tetrachloride of carbon used commercially for the extraction of grease and oils; and if not, is there any prospect of its being so used in the near future?

Tetrachloride of carbon is not yet used to any extent commercially for the extraction of grease and oil, and the prospects for its being so used in this country are not encouraging. This is because of the high cost of its production, and partly also because of the fact that its employment for this purpose will necessitate an installation of machinery made of metals the nature and composition of which are as yet undetermined, and which metals may prove prohibitory on account of their cost.

It also appears from tests which have been made that some of the metals themselves tend to decompose the tetra through catalytic action, where the metal itself does not deteriorate, but where its presence splits up

the tetra, which is equivalent to a loss of this solvent.

Where very valuable oils, as olive oil, are at stake this solvent is now being used in Europe, especially in France, Italy and Germany. New features are constantly developing, and The National Provisioner will be glad if correspondents will relate their experiences with tetrachloride of carbon, which may lead up to a more rapid solution of the present difficulties.

FAT YIELDS AND SHRINKAGES.

Leaf lard yields 90 per cent. lard. Back fat yields about 80 to 85 per cent. of lard. Gut fat yields about 70 per cent. of lard, heads (hog) about 42 per cent. and back-bones about 20 per cent. of lard. Dead hogs will yield about 44 per cent. of white inedible grease. Beef rib bones will yield from 8 to 11 per cent. of tallow. Pigs' feet will yield about 14 per cent. of grease.

Leaf lard and ham facings from a 250-pound hog will run 16 per cent. and shrink, rendered together in open kettle, about 10 per cent. in rendering. Chilled leaf lard will shrink about 8.75 per cent. in rendering.

Caul, ruffle and rough fat from cattle will yield about 70 to 72 per cent. oleo stock.

Leaf lard runs about 3 per cent. and steam lard about 11 per cent. of the live weight of the hog.

Lard will press out about 50 per cent. each of oil and stearine, with stock about 46 deg. Fahr. and press room about 60 deg. Fahr.

Shop bones will yield 10 to 12 per cent. of grease.

OIL THAT COLD WILL NOT AFFECT.

It is often difficult to keep machinery properly oiled in cold weather, as the oil freezes in the oil holes and cups, and the oil upon the ways of the lathe and planer becomes stiff, causing the machines to work hard. A good oil for winter use is made by mixing graphite with cylinder oil until in a thick or pasty consistency, and then adding kerosene until it flows freely. This oil will not become stiff at fourteen degrees below zero, and is valuable to those operating machinery outside or in cold shops.—Penberthy Engineer and Fireman.

16 SWENSON Evaporators have been sold during the six months ending October 1st. Most of these are double and triple effects for tankwater and glue.

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Repeat Orders indicate satisfactory service—WITNESS:—

Swift & Co.,	-	-	25 Equipments	Armour & Co.,	-	-	18 Equipments
Cadamy Packing Co.,	-	-	14 "	Consol.-Rendering Co.,	-	-	10 "
Morris & Co.,	-	-	7 "	American Glue Co.,	-	-	7 "
Others,	-	-	-	-	-	-	80 Equipments

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FOR PURCHASING DEPARTMENTS

ZAREMBA'S NEW EASTERN OFFICE.

The Zaremba Company, manufacturers of evaporators for any liquid, and of chemical machinery of all kinds, announce the removal of their engineering department and Eastern office from Philadelphia, Pa., to No. 1044 Ellicott Square, Buffalo, N. Y. All communications on and after Dec. 24 should be sent to the new office.

A CARD OF THANKS.

We take occasion at this time of the year, when congratulations and well wishes are universally extended, to express our thanks and appreciation to our friends, the butchers and packers, for their kind favors during the past year. We wish them good health, abundant success and all other conditions that will contribute to their happiness during 1910.

THE CINCINNATI BUTCHERS' SUPPLY CO.

Cincinnati, O., Dec. 24, 1909.

YORK REFRIGERATING SALES.

The York Manufacturing Company, York, Pa., reports recent sales of ice making and refrigerating machinery as follows:

Darling & Sons, Hampton, Va., one 8-ton refrigerating plant and 2-ton freezing system.
C. & G. L. Pennock, Lansdowne, Pa., one 8-ton refrigerating plant.

Orange County Brewery, Middletown, N. Y., one 65-ton compression side.

F. Fache & Company, League City, Texas, one 6-ton refrigerating plant.

Holler Ice Manufacturing Company, East Chester, N. Y., one 100-ton compression side, with 30-ton freezing and distilling system, and two 100-horse power boilers and system.

Lebanon Creamery Company, Lebanon, Pa., one ten-ton refrigerating plant.

Illinois Northern Hospital for Insane, Elgin, Ill., one 30-ton refrigerating plant and 2½-ton ice plant.

S. M. Bixby & Company, New York, N. Y., one 10-ton refrigerating plant.

Aurora Artificial Ice Company, Aurora, Neb., one 12-ton complete ice-making plant.

Buffalo Distilled Water Ice Company, Buffalo, N. Y., one 50-ton ice-making plant.

Ebling Brewing Company, New York, N. Y., one 250-ton tandem compound refrigerating machine.

F. H. Pierson, Poughkeepsie, N. Y., one 4-ton refrigerating plant.

Crystal Ice and Cold Storage Company, Bartlesville, Okla., one 65-ton compression side.

Conklin & Koegel, Patchogue, L. I., N. Y., one 15-ton ice-making plant.

A. H. Smith, Martindale, Texas, one 6-ton ice-making plant.

Jamaica Consumers' Ice Company, Jamaica, L. I., one 125-ton complete ice-making plant.

Sheffield Farms-Slawson Decker Company, New York, N. Y., 100-ton ammonia condensers, and one 100-ton freezing and distilling system.

Robertson Bros., Toronto, Canada, one 65-ton compression side.

Baller Brothers & Sons, Quebec, Canada, one 6-ton refrigerating plant.

New Iberia Ice and Bottling Works, New Iberia, La., one 65-ton refrigerating machine, additions and repairs to present plant.

Cincinnati Abattoir Company, Cincinnati, Ohio, one 65-ton refrigerating plant.

Knickerbocker Ice Company, Aurora, Ill., one complete 20-ton ice-making plant.

Minneapolis Milk Company, Minneapolis, Minn., one 40-ton refrigerating plant.

Cudahy Packing Company, Omaha, Neb., one 20-ton refrigerating plant for their Birmingham, Ala., house.

F. A. Poth & Sons, Inc., of Philadelphia, Pa., one 8-ton refrigerating plant for their beer depot at Trenton, N. J.

Hazleton Ice and Cold Storage Company, Hazleton, Pa., one 100-ton refrigerating machine, with 30-ton freezing and distilling system.

Evansville Packing Company, Evansville, Ind., one 125-ton compression side and direct-expansion piping.

Boston Arena Company, Boston, Mass., two 100-ton cross compound machines, and complete plant for skating rink of 22,000 square feet surface and curling rink of 5,500 square feet.

Wm. Hoyt Company, Chicago, Ill., one 20-ton refrigerating plant.

Johnson & Miller, Shepherdstown, W. Va., one 6-ton ice-making plant.

Temple Ice and Refrigerating Company, Temple, Tex., one 125-ton cross compound machine and compression side.

Hamilton & Harlock, Silsbee, Tex., one 50-ton ice-making plant.

Arcadia Electric Light, Ice and Telephone Company, Arcadia, Fla., one 17-ton compression side.

Harper Ice Company, Harper, Kan., one complete 20-ton ice-making plant.

W. L. Bristol, Rochester, N. Y., one 11-ton compression side.

Utah Ice and Cold Storage Company, Salt Lake City, Utah, one complete 125-ton ice-making plant.

E. D. Hansen Maquoketa, Ia., one 10-ton compression side.

Jno. Kazmaier, Altoona, Pa., one 50-ton freezing and distilling system.

Punxsutawney Beef and Provision Company, Butler, Pa., one 17-ton refrigerating plant.

Oriental Brewing Company, Hong Kong, China, one 25-ton freezing and distilling system.

People's Gas Company, Pittsburg, Pa., one 4-ton refrigerating plant.

Compania de Alumbrado Electrico, San Salvador, one 20-ton compression side and 8-ton freezing system.

Itta Bena Ice and Coal Company, Itta Bena, Miss., one 10-ton ice-making plant.

Compania Productoria de Hielo Electricidad, S. A., Santa Rosalia, Chihuahua, Mexico, one 40-ton refrigerating machine and 15-ton freezing and distilling system.

Cleveland Provision Company, Cleveland, Ohio, one 250-ton cross compound refrigerating machine.

Reading Merchants' Ice Company, Reading, Pa., one 45-ton ice-making plant.

PROPOSAL.

Office Purchasing Commissary, U. S. Army, 39 Whitehall street, New York City, N. Y., December 24, 1909.—Sealed proposals in duplicate, for furnishing and delivering subsistence stores in this city at such times as may be required by the U. S. Government, on or before February 28, 1910, in accordance with the specifications and conditions set forth in Circular No. 4, War Department, Office of Commissary General, Washington, March 27, 1908, will be received at this office until 10 o'clock A. M., January 5, 1910. Information furnished on application. Envelopes containing bids should be marked "Proposals for Subsistence Stores opened January 5, 1910," and addressed to Col. A. L. Smith, A. C. G., U. S. Army.

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ICE AND REFRIGERATION

NEW CORPORATIONS.

Camden, N. J.—The Atlantic City Cold Storage and Ice Manufacturing Company has incorporated with \$300,000 capital stock to manufacture or cut ice, cold storage warehousing, etc. The incorporators are: W. R. Carroll, G. Pancoast and J. E. Fagen, Camden, N. J.

Paul's Valley, Okla.—The Washita Ice & Cold Storage Company has organized with \$50,000 capital stock and is preparing to install a modern ice plant.

New Orleans, La.—The Audubon Ice Manufacturing Company has incorporated with \$30,000 capital stock. The incorporators are: L. J. Hakenjos, Frank R. Fox and W. H. Maylie.

Chicago, Ill.—The Chicago Pure Ice Company has been incorporated with \$2,500 capital stock to manufacture and sell ice by H. F. Archibald, C. H. Wilson and H. A. Nettleton.

Gallupville, N. Y.—The Gallupville Creamery Company has incorporated with \$5,000 capital stock. The incorporators are: Miles Hiltz, F. X. Hinman and William P. Darling.

Paterson, N. J.—The Paterson Refrigerating & Warehouse Company has been incorporated with \$300,000 capital stock by Henry W. Griswold, Fred Fay and Joseph M. Coven. The company is to deal in the business of cold storage and warehousing.

Jersey City, N. J.—The R. H. Handy Company has been incorporated with \$25,000 capital stock by Richard H. Handy, Isaac Klinghoffer and Myron C. Ernest. The company is to deal in dairy products.

Corinth, Me.—The Corinth Creamery Association has incorporated with \$10,000 capital stock. The officers are: President, Ralph W. Smith; treasurer, Amasa C. Titcomb.

Atlanta, N. Y.—The United Produce Company has incorporated with \$50,000 capital stock. The incorporators are: Daniel W. Shults, Angelo J. Walker, of Avoca; C. Gilbert Lyon, Hyatt C. Hatch, of Atlanta; William H. Clark, of Cohocton.

Mexica, Tex.—S. N. Forrest and others are interested in a new \$5,000 creamery company which will establish a plant at this place.

Longmont, Col.—The Colorado Creamery Company has been incorporated with \$10,000 capital stock by E. C. Randall, R. B. True and Walter Judevins, all of Longmont.

Silsbee, Tex.—The Silsbee Ice & Manufacturing Company has been incorporated with \$40,000 capital stock by Hugo Hamilton, R. A. Horlock and R. W. Horlock.

Newark, N. J.—The Ford Refrigerating Company, 116 Heller Parkway, has incorporated with \$150,000 capital stock. The incorporators are: Henry B. Ford, Anthony P. Bull and Charles M. Horton, all of New York.

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ICE NOTES.

Muscatine, Ia.—The Purity Ice Company is to erect a \$30,000 plant here.

Ballinger, Tex.—The model plant of the Ballinger Creamery Company is nearing completion.

Oklahoma City, Okla.—The new 200-ton plant of the Centerfreze Ice Company is nearing completion.

Muscatine, Ia.—The newly-formed Muscatine Produce and Pure Ice Company is erecting a 40-ton ice plant.

Ridgely, Md.—It is reported that the Armour Company of Chicago is to establish a fruit packing plant here.

Brooklyn, N. Y.—The 75-ton plant of the Williamsburg Pure Ice Company is nearing completion and will be put in operation about April 1.

Milwaukee, Wis.—Richard Schornberg has purchased a large tract of land on which, it is reported, an ice manufacturing plant will be erected.

Chambersburg, Pa.—The Elbrook Creamery Association has sold the Elbrook creamery to the Pennsylvania Milk Products Company, Harrisburg, Pa.

Donaldsonville, La.—The Miller Brewing Company, of Milwaukee, Wis., have purchased the plant of the Ascension Ice Company for \$7,525.

Mandeville, La.—Mandeville Electric Light & Ice Company is clearing ground preparatory to erecting building and installing ice and light plants.

Mexia, Tex.—Mexia Ice & Refrigerating Company plans installation of bottling works here and also bottling works and 20-ton ice plant at Teague, Tex.

Chicago, Ill.—The Creamery Package Manufacturing Company, manufacturers of refrigerating machinery, etc., has declared its regular 2 per cent. quarterly dividend.

Elgin, Tex.—Mr. Leggett has received part of machinery for ice plant, work on which will begin at once. He also has conditional franchise for installation of electric light plant.

Louisville, Ky.—The Inman Ice Company has changed its name to the Duffy Ice Company. H. J. Hoffman is president of the company and James and Thomas Duffy are named as other officers.

Sweetwater, Tex.—Sweetwater Lighting Company sold its franchise, plant and equipment to Sweetwater Light, Ice & Water Company. Company has capital stock of \$75,000, which will be increased to \$135,000.

Ocala, Fla.—Atlanta, Ga., capitalists, including A. W. Braselton, are behind the new Crystal Ice, Cold Storage and Canning Company which bought out the East Florida Ice Company's plant and have had it enlarged and remodelled.

Newbern, N. C.—The People's Ice Company recently incorporated with \$50,000 capital stock, have elected the following officers: J. J. Wolfenden, president; Clyde Eby, vice-president; Allie Cook, secretary and general manager; W. F. Aberly, treasurer. The company has not yet announced where its plant will be located but options are held on a number of sites. It expects to have a plant in operation in the early spring with a capacity of 20 tons a day.



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HUDSON, N. Y. ARLINGTON, MASS.
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Bay City, Mich.—The Union Ice Company is erecting a \$2,500 elevator purchased from the Gifford-Wood Company of Arlington, Mass.

Fresno, Cal.—It was announced that the company formed here a short while ago, with the avowed intention of erecting a large ice plant in this city, will also invade Bakersfield, Visalia and possibly Stockton. The principal backers of the proposed company are William Keller of Los Angeles and Joseph Martin of San Francisco.

Asbury Park, N. J.—The Jamesburg Ice Company is to install the Keller system of freezing plate ice.

Long Branch, N. J.—The Monmouth Ice Company is to erect a new 40-ton ice-making plant at Seabright. Its plant at Long Branch is also to be remodeled.

Eutaw, Ala.—The Eutaw Water Works, Electric and Power Company is contemplating the installation of ice machinery.

West Tampa, Fla.—J. B. Cutler, of Crystal River, will establish a 30-ton ice plant.

Atlanta, Ga.—The Atlanta Oil and Fertilizer Company is to erect a \$30,000 cold storage plant.

Lexington, Ky.—The Consumers' Ice and Cold Storage Company has appropriated some \$30,000 for improving its plant.

Joplin, Mo.—The Home Brewing and Ice Company is installing a 100-ton refrigerating machine.

Charlestown, Mo.—The Southeast Missouri Electric and Ice Company is having plans prepared for an ice plant.

St. Louis, Mo.—The Anheuser-Busch Brewing Association is to erect a 600-ton ice plant. Louis Block, of New York City, is preparing the plans.

Marble Falls, Tex.—The Marble Falls Ice and Cold Storage Company is to establish a 15-ton ice and cold storage plant.

Jourdantown, Tex.—Frank B. Wallace, of the Jourdantown Ice, Light and Water Company, is to erect a \$35,000 ice, water and light plant.

Pascagoula, Miss.—The Pascagoula Street Railway and Power Company is to establish an ice cream factory.

Paducah, Ky.—The Paducah Brewing Company is to install a 30-ton ice plant.

Paterson, N. J.—The newly formed Paterson Refrigerating Company is to commence the erection of its plant about Jan. 1. Henry W. Griswold will be manager.

Toledo, Ohio.—The Citizens' Ice Company has declared a 6 per cent. dividend.

Baltimore, Md.—The Vacuum Ice Company has gone into the hands of a receiver.

Henry Vogt Machine Co.

LOUISVILLE, KY.

Manufacturers of

Ice and Refrigerating Machinery and Boilers

Grand Rapids, Mich.—The Consumers' Ice Company has increased its capital stock from \$150,000 to \$200,000.

Weimar, Tex.—Weimar will have an ice and cold storage plant in operation by next season. Charlie Fahrenthold is interested in the establishment of a 10-ton plant.

CEREAL SAUSAGE MAY BE SOLD.

(Continued from page 18.)

meaning of "sausage" should be taken instead of the popular meaning. Admitting that it did not know that cereal was a customary sausage ingredient, the court says:

Sausage is defined by all the lexicographers as an article of food composed of meat, salt and spices. (See Worcester's and Century dictionaries.) The people generally so understand it. The writer of this opinion would be compelled to admit that until very recently he had no knowledge that cereal was used in the manufacture of sausage. It is too manifest for further argument that the legislature in enacting the law was not providing for the regulation of sales between manufacturers and merchants, but between retail dealers and consumers. They enacted the law solely for the protection of consumers, the people who buy and eat the products. The consumer who prefers sausage made of meat alone is entitled to be informed that he is buying such an article. The consumer who prefers sausage mixed with cereal is entitled to know that he is purchasing that article. . . . There is a general statute covering all food products not otherwise specifically provided for. We consider its provisions perfectly plain, and not sub-

ject to any misunderstanding or uncertainty. To hold otherwise would substantially exclude all the benefits and protection to the people of the State which the statute was clearly designed to grant. We, therefore, hold that retail packages of small amounts taken from the original package of the manufacturer, and sold to the consumer, must be properly labeled as the law directs.

Decides the Lower Court Was Wrong.

Concerning the action of the lower court in refusing relief to sausage-makers from such

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BUFFALO, Keystone Warehouse Co., 638 Washington St., Frank Bausch.
CHICAGO, 329 N. Clark St., F. C. Schapper.
CINCINNATI, The Burger Bros. Co.
CLEVELAND, General Cartage & Storage Co., Henry Bollinger.
DETROIT, Riverside Storage & Cartage Co., Ltd., Newman Brothers, Inc.
DALLAS, Oriental Oil Co.
FORT WORTH, Texas Mfg. Co.
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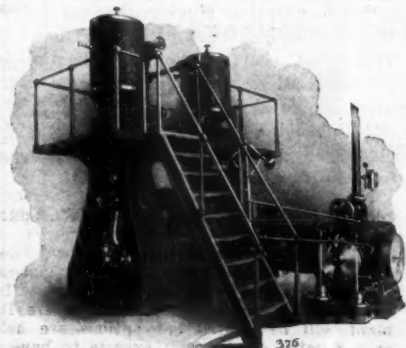
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boycott tactics as those of the food commissioner the Supreme Court says:

The court below dismissed the complainant's bill, thereby granting it no relief whatever. In view of the position taken by the food commissioner in his circulars and answer herein filed; and in view of the importance to the complainant, and to the people of the State to know under what conditions a wholesome article of interstate commerce may be sold in this State, we think the learned circuit judge should have entered a decree defining the rights and determining under what conditions complainant, as well as other manufacturers, may have their valuable and wholesome products sold by the retail dealers, and to restrain the defendants from interfering with such legitimate sales.

The court tells how the sausagemakers asked permission of the food commissioner to sell their products in the State if properly labelled, and how the commissioner refused them. The court says he had no right to do this. It declares that "the use of cereal in the manufacture of sausage has been general," and recites instances. The opinion concludes as follows:

It appears to be established by the evidence that sausage made with cereal is sold cheaper than that made of meats alone. If so, the people desiring to buy and eat the cheaper product should have the privilege of doing so, and such product should not by any decision of the court be prohibited from sale.

The opinion of the circuit judge does not prohibit its sale when properly labeled. He held that the trouble was not with the use of cereal, but in permitting the product to be sold at the retail counter without informing the customer that cereal is a part of it. Counsel for respondent conceded in the oral argument in this court that it was a wholesome food and was entitled to sale in this State, when sold under a proper label informing customers of what it is composed.

It is conceded that the use of cereal requires more water than does sausage made with meat alone. Anyone of intelligence would, upon reflection, know this to be the fact. The only doubt I entertain in the case is whether the label should, in addition to the words "with cereal," contain also "and water." In view of the fact that water is generally used in the manufacture of all sausage, and that no law or regulation of the food department has fixed the amount of water that may be used, it would seem like judicial legislation for the court to require the label to show that water is used in the manufacture.

The statute does not require the label to state the proportion of the ingredients composing the mixture, but only the names of the ingredients. The statute makes special provision for butter, cheese, lard, canned fruits and vegetables, coffee and molasses.

There are other statutes governing the manufacture and sale of specific products requiring the proportions of the ingredients to be placed upon the label such as Act 123, Pub. Acts 1903; People v. Harris, 135 Mich. 136.

It is within the power of the legislature to pass an act specifically providing for the manufacture and sale of sausage, and that the labels should state the proportions of the ingredients used. We hold a label "sausage with cereal" upon packages sold to consumers is a compliance with the statute in labeling the mixture, and a decree should be entered so stating. The decree will be reversed and a decree entered in this court in accordance with the above opinion.

GOVERNMENT FOOD INVESTIGATIONS.

The progress of the government investigation into the question of food preservatives is detailed in Secretary Wilson's report. He reiterates his approval of the findings of the Referee Board in declaring benzoate of soda to be non-injurious. He says:

The use of preservatives which may be injurious to health is one of the largest and most perplexing questions arising under the food and drugs act. In order to determine the effect of preservatives on health, a board of eminent scientific men was appointed, and these are testing the various preservatives in actual experiments with human subjects. So far only one experiment has been completed, that with sodium benzoate. The de-

cision which has been published declares this preservative to be non-injurious, and it may be used without violation of law, provided the percentage used appears on the labels attached to the packages.

In contrast to the general compliance with the meat inspection law by the meat trade is the violation of the pure food law by other food interests as related by the Secretary. He says:

While the manufacturers and jobbers have shown great disposition to comply with the Department's rulings, and the Department has endeavored to act without harshness, some flagrant violations of the law have occurred and prosecution of the violators has been vigorous. The Department solicitor has prepared and reported to the Attorney-General for prosecution 494 cases and of those tried but two were lost. Convictions and fines aggregating over \$2,000 were secured in eighty-five cases, and in ninety-eight cases decrees of condemnation and forfeiture were issued covering many tons of food and drugs. As a result of these operations, misbranded and adulterated products are rapidly disappearing from inter-State commerce.

By careful inspection of foods and drugs imported from foreign countries and a vigorous enforcement of the law, marked improvement in the character of the imports has been secured, and very few fraudulent or misbranded articles are now offered for entry.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the bbl. except lard which is quoted by the cwt. in tca., pork and beef by the bbl. or fleece as hogs by the cwt.

**Market Irregular—Near Deliveries Lower—
January Lard Breaks Sharply—Hog Receipts Disappointing—Hog Prices High—Provision Exports Small.**

The movement of the lard market during the past week and in fact the movement of all hog products has been slowly downward. There has been no pronounced decline in values, net for the week, although after breaking the early part of the week prices rallied, but again went down and showed considerable pressure on the break, but steadied on small hog receipts. The downward movement of the market seemed to be quite largely the result of the technical position. Bearish sentiment was increased last week by the movement of hogs, but the holiday week has shown a falling off in the movement, partly the result of the weather conditions and the serious interruption of traffic on account of the heavy general storm through the West.

The market, however, has apparently reached a point where the idea of a larger movement of hogs is becoming a factor in the situation. The packing of hogs last week was 465,000 against 510,000 last year. The receipts of hogs for the current week have been much smaller than for the corresponding week last year, and prices have rallied sharply on live hogs, but there appears to be a rather strong feeling that the price and the season will result in an increased movement of hogs after the first of the year, if there are any hogs in the country to come forward.

The export movement of product is ex-

tremely disappointing. During the past eight weeks the exports of bacon, pork and hams have decreased about 23½ million pounds, which is about 33 1/3 per cent. of the total movement. The exports of lard have been barely 50 per cent of the exports a year ago. The shipments for the period have been 58,654,000 pounds, a decrease of 50,221,000 compared with last year.

The statistics for the recent exports of compound lard are not available, but the exports for the month of October were 5,839,546 pounds compared with 7,756,730 pounds the previous year and the exports for ten months ending with October were 58,985,992 pounds, against 60,376,289 pounds last year. There was a falling off also in the exports of oleo oil and neutral lard, but a slight increase in the exports of oleo-margarine. The exports of butter were influenced, however, by the price and there was a marked falling off in the butter exports for the month of October, and also for the ten months.

The stocks of hog products are still small, and the demand for product is good. On account of the season there is a great deal of stuff being shipped and handled fresh, so that the supplies of cured meats are light and the available stocks not only at the East but generally are limited. Although the packing operations have increased somewhat during the past few weeks compared with the packing in November, the increase has not yet been sufficient to have any effect of moment on the situation.

The price of hogs, which last week was off quite sharply compared with the preceding

week, has rallied again. The average price last week was \$8.29 per hundred, but this week the average has rallied close to \$8.50, and the present price is nearly double that of two years ago. The average weight is just about the same as last year. The quality of the hogs continues fair, but the price appears to be so attractive that there is no special effort made to send in particularly heavy hogs. The recent strength in feeding grain has to a certain extent taken away part of the profit that there was in live stock feeding, although the profit is still large.

On the basis of the present price of corn and the present price of hogs there is still apparently about 20c. a bushel more in selling the corn in the shape of live hogs than as corn. On the other hand the price of cattle has declined so sharply of late owing to the heavier movement that the price shows an apparent slight loss in corn feeding operations. The movement of cattle continues in excess of last year. Last week, however, there was a very marked falling off from the preceding week, but such a falling off is usual during the Christmas holidays. The receipts at Western points were only 114,000 against 100,000 for the corresponding time last year.

The decline in the price of hog products this week from the high level of the season carried January pork down about 75c. a barrel and the May just about the same proportion. In lard the decline was about ¾c. a pound, and in ribs also about ¾c. a pound. The decline in value has been brought about in part by speculative profit taking and at

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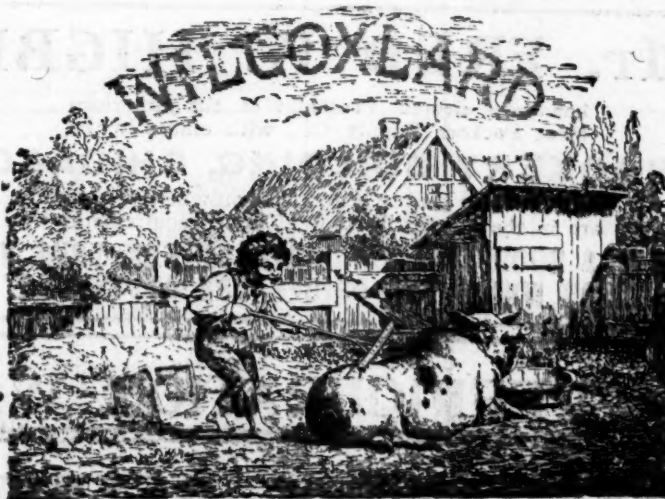
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times some evidence of selling by packing interests. There has also developed to some extent a moderately bearish feeling towards the product situation, on the ground that the very high prices will tend sooner or later to increase the supply of live stock, and that the high prices of product will reflect in the next broad movement any such increase in supplies. The recoveries, however, from the breaks are very sharp as yet owing to the fact that the bearish sentiment has not the backing of steadily increasing product stocks, and of heavy movement of hogs.

PORK.—Prices continue very firm on the small stocks. Mess is quoted at \$24.50@24.75; clear, \$25@26, and family, \$26@27.

LARD.—The market is quiet and a little lower, with trade of a holiday character. City steam lard, \$12.50@13.10; Western, \$12.90, and Middle West, \$12.75@12.80; Continent, \$13.50; South American, \$14.60; Brazil, kegs, \$15.60; compound, 10% @ 10% c.

BEEF.—The market is still very firm with stocks small. Quotations: Family \$15.50@16; mess, \$11.50@12.50; extra India mess, \$24.50@25.

SEE PAGE 30 FOR FRIDAY'S MARKETS.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, Dec. 29, 1909, were as follows:

Bacon.—Barbados, W. I., 15,975 lbs.; Demerara, British Guiana, 48,025 lbs.; Glasgow,

Scotland, 125,220 lbs.; Havana, Cuba, 37,070 lbs.; Liverpool, England, 1,456,934 lbs.; London, England, 25,780 lbs.; Manzanillo, Cuba, 21,975 lbs.; Nassau, Bahamas, 1,055 lbs.; Nuevitas, Cuba, 23,943 lbs.; Para, Brazil, 4,126 lbs.

Hams.—Bremen, Germany, 2,800 lbs.; Cayenne, French Guiana, 2,297 lbs.; Colon, Panama, 2,464 lbs.; Demerara, British Guiana, 6,474 lbs.; Glasgow, Scotland, 300,817 lbs.; Havana, Cuba, 40,431 lbs.; Jacmel, Haiti, 3,386 lbs.; Kingston, Jamaica, 3,471 lbs.; Limon, Costa Rica, 3,041 lbs.; Liverpool, England, 562,439 lbs.; London, England, 149,234 lbs.; Manzanillo, Cuba, 19,275 lbs.; Nassau, Bahamas, 8,718 lbs.; Nuevitas, Cuba, 9,897 lbs.; Port au Prince, W. I., 6,703 lbs.; Port Cabello, Venezuela, 2,756 lbs.; St. Johns, Newfoundland, 300 lbs.; Sanchez, San Domingo, 2,261 lbs.; Southampton, England, 7,119 lbs.; Turks Island, W. I., 924 lbs.; Vera Cruz, Mexico, 5,159 lbs.

Lard.—Amsterdam, Holland, 7,500 lbs.; Barbados, W. I., 10,488 lbs.; Belfast, Ireland, 14,000 lbs.; Buenos Aires, Argentina, 2,400 lbs.; Callao, Peru, 4,750 lbs.; Cape Town, Africa, 16,500 lbs.; Cayenne, French Guiana, 15,426 lbs.; Colon, Panama, 16,066 lbs.; Curacao, Leeward Islands, 5,146 lbs.; Dantzic, Germany, 35,410 lbs.; Delegoa Bay, E. Africa, 10,099 lbs.; Demerara, British Guiana, 13,470 lbs.; Glasgow, Scotland, 91,742 lbs.; Guayaquil, Ecuador, 4,437 lbs.; Hamburg, Germany, 592,400 lbs.; Havana, Cuba, 121,534 lbs.; Inagua, W. I., 985 lbs.; Jacmel,

Haiti, 35,485 lbs.; Kingston, Jamaica, 3,370 lbs.; Koenigsberg, Germany, 19,270 lbs.; Leith, Scotland, 8,750 lbs.; Libau, Russia, 3,589 lbs.; Limon, Costa Rica, 7,655 lbs.; Liverpool, England, 1,108,725 lbs.; London, England, 413,564 lbs.; Manzanillo, Cuba, 72,805 lbs.; Middlesboro, England, 2,800 lbs.; Nassau, Bahamas, 16,422 lbs.; Nuevitas, Cuba, 84,038 lbs.; Para, Brazil, 4,000 lbs.; Plymouth, England, 5,600 lbs.; Port au Prince, W. I., 61,729 lbs.; Rio Janerio, Brazil, 6,000 lbs.; Rotterdam, Holland, 843,148 lbs.; Saint Johns, Newfoundland, 12,200 lbs.; Sanchez, San Domingo, 4,296 lbs.; Savanilla, Columbia, 3,000 lbs.; Southampton, England, 35,600 lbs.; Stettin, Germany, 44,136 lbs.; Jeneriffe, Canary Islands, 5,000 lbs.; Jumaco, Colombia, 1,587 lbs.; Turks Island, W. I., 2,125 lbs.; Valparaiso, Chili, 5,400 lbs.; Vera Cruz, Mexico, 19,294 lbs.; West Hartlepool, England, 33,940 lbs.

Lard Oil.—Puerto Mexico, Mexico, 258 gals. Pork.—Barbados, W. I., 10 bbls.; Cape Town, Africa, 10 bbls.; Cayenne, French Guiana, 55 bbls.; Demerara, British Guiana, 295 bbls., 25 tes.; Hamburg, Germany, 24 (Continued on next page.)

EXPORTS OF PROVISIONS

Exports of hog products for the week ending Dec. 25, 1909, with comparative tables, are as follows:

To—	PORK, BBLIS.		From Nov. 1, 1909, to date.
	Week Dec. 25, 1909.	Week Dec. 26, 1908.	
United Kingdom..	555	843	6,847
Continent	508	230	3,407
So. & Cen. Am....	316	250	2,503
West Indies	1,425	919	8,232
Br. No. Am. Col..	.....	.....	2,219
Other countries ..	40	5	19
Total	2,844	2,247	23,227

To—	MEATS, LBS.		From Nov. 1, 1909, to date.
	Week Dec. 25, 1909.	Week Dec. 26, 1908.	
United Kingdom..	5,452,750	9,562,425	70,486,534
Continent	239,375	866,019	8,028,623
So. & Cen. Am....	147,225	189,500	995,975
West Indies	254,100	137,350	1,746,451
Br. No. Am. Col..	.....	.....	15,485
Other countries ..	33,225	8,600	15,600
Total	6,126,675	10,749,894	82,288,663

To—	LARD, LBS.		From Nov. 1, 1909, to date.
	Week Dec. 25, 1909.	Week Dec. 26, 1908.	
United Kingdom..	2,984,118	7,252,024	40,962,148
Continent	3,961,140	3,927,008	50,935,116
So. & Cen. Am....	324,808	947,950	3,110,720
West Indies	927,900	694,700	4,727,332
Br. No. Am. Col..	.....	.....	41,753
Other countries ..	23,800	.....	99,100
Total	8,223,558	12,812,360	108,876,169

RECAPITULATION OF THE WEEK'S EXPORTS.			
	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	1,545	2,934,775	4,237,750
Boston	5	1,551,900	1,438,308
Philadelphia	100	128,000	1,356,000
Baltimore .....	.....	30,000	481,500
New Orleans	1,164	38,000	343,000
Total week	2,844	61,206,675	8,223,558
Previous week	1,072	6,967,325	7,903,500
Two weeks ago	2,581	6,368,550	6,273,806
Cor. week last y'r ..	2,247	10,749,894	12,812,360

COMPARATIVE SUMMARY OF EXPORTS.			
	From Nov. 1, 1909, to date.	Last year, 1908.	Decrease.
Pork, lbs.	5,933,800	5,943,400	711,800
Meats, lbs.	59,450,590	82,288,668	22,538,078
Lard, lbs.	58,654,515	103,876,169	55,221,654

OCEAN FREIGHTS.

	Liverpool, Per Ton.	Glasgow, Per Ton.	Hamburg, Per 100 lbs.
Beef, per tierce	15/	15/	16@24c.
Oil cake	9c.	9c.	@10c.
Bacon	15/	15/	16@24c.
Lard, tierces	15/	15/	16@24c.
Cheese	20/	25/	@45c.
Canned meats	15/	15/	16@24c.
Butter	25/	30/	@45c.
Tallow	15/	15/	15@22c.
Pork, per barrel	15/	15/	16@24c.

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Saturday, Dec. 25, 1909, as shown by H. M. Schwarzschild's report, are as follows:

Steamer and Destination.	Oil Cottonseed		Bacon and Hams.		Tallow.	Reef.	Pork.	Tes.	Lard.
	Cake.	Oil.	Boxes.	Boxes.	Pkgs.	Pkgs.	Bbls.	Pkgs.	Pkgs.
Celtic, Liverpool .....	.....	.....	.....	.....	.....	267	347	1004	10861
Mauretania, Liverpool .....	.....	.....	116	1133	.....	15	.....	390	2730
*Minneapolis, London .....	.....	50	.....	368	.....	.....	50	980	6201
Oceanic, Southampton .....	.....	.....	.....	219	.....	.....	.....	10	850
Philadelphia, Southampton .....	.....	.....	.....	271	.....	.....	.....	.....	675
Kansas City, Bristol .....	.....	.....	.....	10	.....	20	.....	.....	3800
Bulgaria, Hamburg	550	100	.....	.....	.....	215	24	1095	1235
Napolitan Prince, Rotterdam	668	.....	.....	.....	.....	.....	.....	.....	.....
Noordam, Rotterdam	12554	275	.....	.....	25	105	.....	1095	5000
Finland, Antwerp	2896	150	.....	15	.....	90	393	384	5805
Zieten, Bremen .....	.....	.....	.....	.....	.....	70	15	.....	.....
Birma, Libau .....	.....	.....	.....	.....	.....	.....	.....	.....	100
Oceanica, Mediterranean .....	.....	50	.....	50	.....	25	.....	40	5
Laura, Mediterranean .....	.....	608	.....	.....	.....	.....	.....	.....	.....
Total	16668	1233	116	5237	25	807	829	4998	37262
Last week	36715	8675	300	6474	20	1142	663	6905	39142
Same time in 1908	11849	9795	519	7627	1075	935	1202	11722	56631

*Cargo estimated by steamship company.

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TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—There has been a better tone to the tallow market and some improvement in prices. The volume of business, however, has been very small, and as a result the market is rather irregular. The trading has apparently been governed by the special needs of each case or the special quality. Some sales of city tallow have been made as high as equal 6½c. to 6¾c. in hogs, with reports of some as high as 7c. in tcs.

Special tallows have been strong, with quotations about ½c. higher than last week. The offerings have been small on the advance, and it has taken but moderate demand to carry values up. The supplies of tallow continue light, local production is moderate, and the western receipts of cattle during the week were disappointing. The receipts last week at the interior were about 103,000 under the receipts for the previous week, although still somewhat in excess of last year. This falling off is looked upon as in part due to the holiday season. There was a decided falling off also in the receipts of hogs and sheep. The movement of cattle, however, has been in excess of last year for a good many weeks. The average price gained a little during the week over the preceding week on account of the smaller movement.

The foreign markets have been quiet. There was no London auction sale this week. Exports of tallow are very small. There is an occasional small shipment, but the amount going out is extremely limited. During October the exports were only 2,203,000 pounds, against 4,328,000 the previous year, and for ten months the exports have been 46,769,000 pounds, against 62,983,000 pounds last year and 93,527,000 pounds two years ago. The exports of oleo oil and neutral lard have also fallen off greatly.

Owing to the small supplies of tallow, the market is quite responsive to buying orders, and until the production is large enough to result in some accumulation, the trade is rather inclined to look for very well maintained values. The demand has been so active for stearine and oleo oil on account of the enormous production of compound lard and oleomargarine that there has been a place for all the tallow produced, and but for the increased movement of cattle this fall the price would undoubtedly have been very much higher than it has been. The whole situation of the market is so interlaced with the general market for oils and fats that the situation is a complicated one, and the supplies are quite readily absorbed.

Quotations are: City, 6¾c.; spot country, 6½c. to 6¾c.; special, 7½c. to 7¾c. in tierces; edible, nominal. Weekly contracts were on the basis of 6½c.

STEARINE.—The stearine market has been quiet and easier in tone. The demand

has not been quite so active, and there has been a little more disposition to sell. The supplies on the market, however, are light and stocks appear to be well cleared up, both here and at the west. The large consumption has prevented any accumulation of stearine, although the price has been an extremely attractive one. There has also been a very good market for oleo oil, and the pressers have found a ready sale both for the stearine and for the oil.

There has been less interest in the export market for oils than usual, which is reflected in the decreasing exports of oleo oil and neutral lard this season compared with last. Local dealers are disposed to look for fairly well maintained prices for stearine as long as the present production of compound lard keeps up, but any falling off in the demand for compound lard would undoubtedly be reflected in the market for stearine very quickly, owing to the extremely high price for the stearine.

Prices were quoted at 18c. asked for near-by delivery, and 17c. for February.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

LARD OIL.—The market is quiet, but very firm. Supplies are very light. Prices are quoted \$1.20.

COCOANUT OIL.—The market is strong, with very light supplies, both on the spot and to arrive. Primary markets are very firm and shipment offerings are small. Quotations in New York City of Ceylon, spot, 9½c. to 9¾c.; do. shipments, 9½c.; Cochin, spot, 10c. to 10¼c.; do., shipments, 9½c. to 10c.

PALM OIL.—The market is quiet but firm. Offerings are still small and supplies meet with ready sale. Prices in New York are, for prime red spot, 6½c. to 6¾c.; do., to arrive, 6½c.; Lagos, spot, 7c.; do., to arrive, 6½c. Palm kernels spot, 8½c. to 8¾c.

CORN OIL.—The market is very firm on the general strength of oils, and supplies are not large and demand has been good. Quoted at \$6.90@7.

NEATSFOOT OIL.—The market is quiet but firm on the small available supplies. For 20 cold test, 94c. to 96c.; 30 do., 88c.; 40 do., water white, 77c.; prime, 70c.; low grade off yellow, 62c.

OLEO OIL.—The market is quiet and a little easier in the absence of business. Rotterdam quoted 88 florins asked. New York quotes 15¼c. to 15½c. for extra.

LARD STEARINE.—The market is quiet and firm at 13½c.

GREASE.—Prices are firm, with a fair demand. Quotations in New York: Yellow, 6½c. to 6¾c.; bone, 5½c. to 6½c., nominal; house, 6½c. to 6¾c.; "B" and "A" white, 6½c. to 7¾c.

GREASE STEARINE.—The market was quiet and steady. Quotations: Yellow, 6½c. to 6¾c., and white at 7c. to 7½c.

EXPORTS OF HOG PRODUCTS.

(Continued from preceding page.)

bbls.; Jacmel, Haiti, 27 bbls.; Kingston, Jamaica, 12 bbls.; Limon, Costa Rica, 23 bbls.; Liverpool, England, 205 bbls., 5 tes.; London, England, 75 bbls.; Nassau, W. I., 65 bbls.; Port au Prince, W. I., 165 bbls.; St. Johns, Newfoundland, 441 bbls.; Sanchez, San Domingo, 9 bbls.; Turks Island, W. I., 6 bbls.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, Dec. 29, 1909, were as follows:

Beef.—Amsterdam, Holland, 20 bbls.; Barbados, W. I., 113 bbls.; Cape Town, Africa, 10 bbls.; Cardiff, Wales, 25 bbls., 15 tes.; Cayenne, French Guiana, 102½ bbls.; Colon, Panama, 15 bbls.; Demerara, British Guiana, 35 bbls.; Glasgow, Scotland, 205 tes., 40 bbls.; Hamburg, Germany, 215 bbls., 9 tes.; Jacmel, Haiti, 23 bbls.; Kingston, Jamaica, 39 bbls., 26 tes.; Limon, Costa Rica, 40 bbls.; Liverpool, England, 330,822 lbs., 2 tes.; London, England, 206,579 lbs.; Manzanillo, Cuba, 8 bbls.; Nassau, Bahamas, 47 bbls., 1,092 lbs.; Newcastle, England, 10 bbls.; Port au Prince, W. I., 19 bbls.; Rotterdam, Holland, 95 bbls., 35 tes.; St. Johns, Newfoundland, 488 bbls.; Southampton, England, 162,084 lbs.; Turks Island, W. I., 9 bbls.

Oleo Oil.—Constantinople, Turkey, 50 tes.; Glasgow, Scotland, 100 tes.; Hamburg, Germany, 259 tes.; London, England, 457 tes.; Rotterdam, Holland, 870 tes.; Samsun, Anatolia, 15 tes.

Oleomargarine.—Barbados, W. I., 10,700 lbs.; Demerara, British Guiana, 5,000 lbs.; Jacmel, Haiti, 7,400 lbs.; Kingston, Jamaica, 4,300 lbs.; Limon, Costa Rica, 5,400 lbs.; Manzanillo, Cuba, 4,800 lbs.; Nassau, Bahamas, 2,500 lbs.; Port au Prince, W. I., 9,155 lbs.; Sanchez, San Domingo, 6,500 lbs.

Tallow.—Jacmel, Haiti, 22,410 lbs.; Limon, Costa Rica, 4,389 lbs.; London, England, 39,467 lbs.; Salonica, Turkey, 25 tes.

Canned Meats.—Barbados, W. I., 10 pkgs.; Bombay, India, 24 pkgs.; Cape Coast, Africa, 42 cs.; Cape Town, Africa, 322 cs.; Cayenne, French Guiana, 68 cs.; Colon, Panama, 44 pkgs.; Curacao, Leeward Islands, 95 cs.; Delagoa Bay, E. Africa, 1,379 cs.; Demerara, British Guiana, 235 cs.; Glasgow, Scotland, 991 cs.; Guayaquil, Ecuador, 2 pkgs.; Havana, Cuba, 80 cs.; Limon, Costa Rica, 37 pkgs.; Liverpool, England, 9,154 cs.; London, England, 1,367 cs.; Manzanillo, Cuba, 566 cs.; Nassau, Bahamas, 93 cs.; Nuevitas, Cuba, 127 cs.; Puerto Mexico, Mexico, 4 bbls.; Rotterdam, Holland, 50 cs.; Southampton, England, 100 cs.; Vera Cruz, Mexico, 74 cs.

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COTTONSEED PRODUCTS IN DENMARK.

By Special Agent Julien L. Brodè.

(Concluded from last week.)

The Bourse and Arbitration Method.

The merchants and importers of Copenhagen have a well-organized bourse, and connected with it is an especially commendable method of holding arbitrations. The president and the twelve directors who are elected by the members appoint 26 men, selected on account of their special fitness, to serve as an arbitration committee. Among these a chairman and two assistant chairmen are selected. When a case for arbitration is filed with the secretary, the chairman of the arbitration committee appoints five of the 26 members to try the case. These five are selected according to their particular knowledge required to handle the case in question. Unless the verdict is unanimous two more men from the 26 are called in; and then unless at least five of the seven agree in an opinion, the whole 26 are required to sit on the case, and the opinion of the majority governs. There is no appeal from the verdict when once rendered. If the points involved in the case are really outside the jurisdiction of the bourse, and the technical knowledge of lawyers is required, it is taken to the law courts.

A non-member can arbitrate with a member, and two non-members can lay their case before the arbitration board for settlement without paying an extra fee. Many cases are here decided for Swedish and German merchants, trading together, who are content to have their differences settled by the Copenhagen arbitration committee.

The cottonseed meal and cake cases that have been tried before this tribunal are said to have given satisfaction to the exporters as well as the importers. The importers say they are entirely willing to arbitrate in Hamburg or London, as in the past they have usually received higher awards than would have been given them by their Copenhagen committee. The bourse makes up its own standards of prime cake and meal each season. It is the intention to endeavor to have these standards conform to the standards sent them every season from New Orleans and Texas.

The cost of the arbitration varies from \$12 to \$100, according to the amount of money involved and the time required to settle the case. Usually the former figure covers simple cases of arbitration on the quality of cottonseed cake and meal. The loser of the arbitration pays the fee. The money received by the bourse for arbitration does not go to it, nor to the arbitrators, but is held as a benevolent fund to be given to the families of members who may be in distress as a result of failures, fires, prolonged sickness, accidents, etc. In this fund there is now about \$9,000. This is certainly an unselfish attitude on the part of the Copenhagen bourse and is highly commendable.

Raising of Hogs.

The raising of hogs is an important industry in Denmark. The last census, taken Sept. 1, 1909, shows that there are 1,466,915 head of hogs in the country. There is very little cottonseed cake or meal fed to hogs here. The Allison method of feeding cottonseed meal to hogs, so successfully used in the United States, does not seem to be known here. This method, which has for its under-

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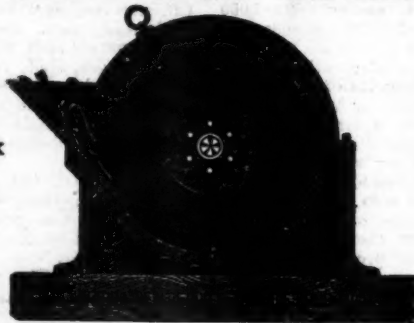
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lying principle the fermenting of the ration, containing about one-third cottonseed meal and about two-thirds corn, before feeding it to the hogs, has been explained to the Danish experiment station and an experiment by them is expected. The abundance of protein in the cottonseed meal, which, when fed in accordance with the Allison method, is easily and without danger assimilated by the hogs, and with the carbohydrates from the corn, the two form a balanced ration which is needed to get the best results in the flesh of the animal.

An article dealing in detail with the Allison method of feeding cottonseed meal to hogs has been published in several of the Danish agricultural papers, and a favorable reception of the method by the Danish hog raisers is hoped for.

COLD KILLS BOLL WEEVIL.

Reports received from the South last week indicate that the sleet and snow in northern and north central sections of Louisiana and Mississippi will be worth thousands of dollars to the districts infested by the cotton boll weevil. With the water retreats of the weevil encrusted with ice and with the temperature as low as 20 degs. in some portions of Louisiana and Mississippi, the experts say that untold inroads have been made on the hibernating weevils.

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COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Oil Mill Superintendents' Association of the United States, the Texas Cottonseed Crushers' Association, the South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association.

Market Irregular—Prices Move Nervously—Speculation Still Heavy—Crude Oil Somewhat Easier—Some Speculative Profit Taking—Fair Demand for Spot Oil—Exports Light—Domestic Consumption Still Liberal.

The future market in oil has been active and irregular, with at times rather sharp fluctuations in values. The net change in the market, however, compared with last week, has been slight. Although new high levels for the season were made the early part of last week, the fluctuations have been to within a fraction of this high, and then down in the neighborhood of 20 points from the extreme level, the movement of values being dominated by speculative conditions rather than by the ordinary conditions of supply and demand. Prices have shown heaviness the past few days on profit taking.

On Tuesday of this week there was a very sharp break in values, about 17 points on March. The opening was strong, with rather large buying orders on hand. There immediately developed heavy selling, and on execution of stop orders and selling orders at the market, prices declined very rapidly. There was an absence of support and a little easing in the market for crude oil during the week, with the decline in lard, added to the local bearish feeling on the market.

Following the heavy sales of crude about 10 days ago there has been a quiet and easier

market in crude. The buying orders were satisfied and apparently more crude was left over for further demand. The developments in this and the weakness in lard for near positions resulted in quite a general realizing movement in oil futures, which carried prices down rather steadily. Around the $7\frac{1}{2}$ @ $7\frac{3}{4}$ c. line there has been a good deal of oil put on the market. The sales have been so heavy that the effect on values has been to carry prices off a little from the extreme top about $\frac{1}{4}$ c. a pound, and leave the market in a somewhat unsettled position.

One reason for the quieting down of the speculative activities in the market has been, as stated, the reaction in the lard market. Added to this was the discovery that there was enough crude oil available on the basis of 50c. a gallon through the south to supply a very large demand and still leave more over, while the high level to which the price of refined oil was carried appeared to have effect on the volume of the demand.

The compound lard market has been moderately active, but there has been no pronounced demand. The makers are busy on old orders, and some business has been done around $10\frac{1}{4}$ c. up to $10\frac{1}{2}$ c. The reaction in lard, however, tended to check the demand for compound, and the pressure on the speculative market and the freedom with which crude was obtained at the south, also served to restrict the interest of the compound makers.

The export interest in compound lard and in pure lard has been very limited. There has been a decrease of almost 50 per cent.

in the exports of hog lard during the past two months, which has been undoubtedly due to the very high price. There has also been a marked falling off in the exports of compound lard. The shipments, as officially reported for the month of October, were 5,859,546 pounds, against 7,756,730 pounds the previous year. The exports for 10 months have been 58,985,992 pounds, against 60,376,286 pounds the previous year. This comparatively small decrease for the ten months was due to somewhat larger exports the earlier part of the year. As showing the effect of the high price on the exports of edible fats the decrease in the butter exports during the month of October was almost 50 per cent., and during the 10 months the exports have been only 2,446,162 pounds, against 8,298,238 pounds a year ago.

With the exports of oil reduced as they have been by the high prices of the fall, the demand for oil is almost entirely domestic and for edible purposes. The decline in the price of pure lard is apparently having some effect on the demand for compound lard, but the price of lard is still so much over the price of the compound that there is still opportunity for a big decline before the quotations will be approximately close together. The demand for oil in the oleomargarine trade continues very liberal, and it is expected to be very large so long as the price of butter is maintained at anything like the prevailing quotations. With the price of the butterine so much under the price of regular butter there is every inducement to increase the trade as rapidly as

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APEX—Prime Summer Yellow Oil

BUTTERCUP—Deodorized Summer Yellow Oil

NONPAREIL—Choice Winter Yellow Salad Oil

ECLIPSE—Choice Butter Oil

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possible, and this is reflected in the enormous output reported in the Chicago district.

The advance in cotton to new high levels this week has had apparently but little effect on the oil market. The reason for this appears to be that the oil market is now being influenced more by the question of demand than it is by the size of the crop, while the cotton market is dominated by the demand for spot cotton, which continues extremely active, and spot prices are strong all through the South.

The position of the market appears to depend for the time being on the developments in the provision market and the question of the supply of hogs. The supply of hogs has certainly not increased as hoped for, while the price of live hogs is about at the highest quotations of the season. There was a sharp break in lard from the extreme high, partly the result of a liberal gain in hog supplies for a few days, but the movement failed to keep up. The prices for competing oils are also pronounced factors in the market. Tallow has been strong of late, and supplies are small. Coconut and palm oils have also been strong, and with the high price for butter and for lard the opportunities for active domestic distribution continue large.

Closing prices:

Saturday, Dec. 25, holiday. Monday, Dec. 27.—Spot, \$7.56@7.60; December, \$7.56@7.60; January, \$7.54@7.58; February, \$7.54@7.58; March, \$7.60@7.62; April, \$7.60@7.64; May, \$7.62@7.64; July, \$7.65@7.68; September, \$7.56@7.62; good off, \$7.35@7.60; off, \$7.30@7.60; winter, \$7.70@8.60; summer, \$7.80@8.40. Sales were: January, 100, \$7.56@7.56; February, 100, \$7.58@7.58; March, 2,300, \$7.60@7.64; May, 700, \$7.64@7.70; July, 1,500, \$7.65@7.69; September, 300, \$7.60@7.60. Futures closed 3 to 11 advance. Total sales, 5,000. Prime crude S. E., \$6.53@6.67.

Tuesday, Dec. 28.—Spot, \$7.55@7.60; December, \$7.55@7.60; January, \$7.50@7.52; February, \$7.52@7.56; March, \$7.55@7.57; April, \$7.52@7.60; May, \$7.55@7.59; July, \$7.60@7.62; September, \$7.49@7.52; good off, \$7.35@7.60; off, \$7.35@7.55; winter, \$7.85@8.40; summer, \$7.90@8.40. Sales were: January, 1,200, \$7.51@7.56; February, 200, \$7.58@7.62; March, 5,800, \$7.52@7.69; April, 200, \$7.54@7.54; May, 1,600, \$7.59@7.67; July, 2,900, \$7.62@7.65; September, 200, \$7.51@7.53. Futures closed 1 to 8 decline. Total sales, 12,100. Prime crude S. E., \$6.47@6.53.

Wednesday, Dec. 29.—Spot, \$7.43@7.60; January, \$7.41@7.42; February, \$7.41@7.48; March, \$7.51@7.52; April, \$7.51@7.54; May, \$7.54@7.55; July, \$7.57@7.58; September, \$7.46@7.52; October, \$6.95@7.05; good off, \$7.20@7.45; off, 7.28@7.40; winter, \$7.80@8.20; summer, \$7.75@7.78. Sales were: January, 2,800, \$7.42@7.50; March, 2,200, \$7.50@7.52; May, 2,300, \$7.52@7.57; July, 2,900,

\$7.57@7.58; October, 1,000, \$7.00@7.00. Futures closed 1 to 11 decline. Total sales, 11,200. Prime crude S. E., \$6.53.

Thursday, Dec. 30.—Spot, \$7.55@7.68; January, \$7.46@7.49; February, \$7.50@7.60; March, \$7.54@7.55; April, \$7.54@7.58; May, \$7.58@7.61; July, \$7.62@7.69; September, \$7.54@7.55; October, \$6.95@7.00; good off, \$7.25@7.55; off, \$7.20@7.50; winter, \$7.60@8.20; summer, \$7.66@8.00. Sales were: January, 800, \$7.45@7.50; March, 3,500, \$7.53@7.59; May, 2,600, \$7.58@7.62; July, 1,400, \$7.62@7.65; September, 500, \$7.53@7.54. Futures closed 3 to 9 advance. Total sales, 8,800. Prime crude S. E., \$6.47@6.53.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., Dec. 30.—Refiners generally are not bidding for crude cottonseed oil; 48c. is possible, f. o. b. Carolina mill points.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., Dec. 30.—Crude cottonseed oil, 49c. Prime meal, \$29, f. o. b. mills. Hulls, \$10, Atlanta, loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 30.—Crude cottonseed oil, 48½c. bid; 49@50c. asked. Meal higher, \$34 long ton, ship's side. Cake strong, \$33, ship's side. Hulls firm, \$10 loose, \$12 sacked.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 30.—Holiday market; prime crude cottonseed oil, \$6.53@6.66. Choice loose cake, \$31, f. o. b. Galveston.

CABLE MARKETS

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, Dec. 30.—Market is easy. Quotations: Prime summer yellow, 73½ marks; choice butter oil, 77½ marks; choice summer white, 76¾ marks.

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, Dec. 30.—Market is easy. Quotations: Choice summer white, 44½ florins; prime summer yellow, 43 florins; choice butter oil, 45¼ florins.

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, Dec. 30.—Market is nominal. Quotations: Off oil, 83 francs.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, Dec. 30.—Market is easy. Quotations: Prime summer yellow, 91 francs; prime winter yellow, 94 francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, Dec. 30.—Market is easy. Quotations: Prime summer yellow, 35½s.

ARKANSAS MILLS TO CLOSE DOWN.

Reports from Little Rock state that A. D. Allen, president of the Inter-State Cottonseed Crushers' Association, is authority for the statement that practically all cottonseed oil mills in Arkansas will be closed by the middle of January. The mills depend entirely upon seed production in their respective localities, and many of the mills have already closed because of the lack of seed.

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COTTONSEED MEAL AND CAKE AT HAMBURG

By Julien L. Brode, Special Agent U. S. Bureau of Manufactures.

Hamburg, Germany, Dec. 3.—Through Hamburg, the leading port of Germany, there annually passes between 225,000 and 275,000 tons of oil cake and oil-cake meal. About 85 per cent of this tonnage is composed of the latter. The meal is more popular with German farmers than the oil cake; this is just the reverse in Denmark.

Of this importation about one-half is cottonseed meal and cake. The following table gives in detail for the past few years the annual tonnage of oil cakes and meal imported into Hamburg, the season ending each year with September 30:

Kinds of meal and cake.	1906. Tons.	1907. Tons.	1908. Tons.	1909. Tons.
Cottonseed meal ...	116,940	159,820	96,373	114,860
Cottonseed cake ..	14,683	19,251	15,122	3,813
Peanut cake & meal	49,360	37,770	48,509	29,945
Cocoanut cake	30,656	32,643	24,685	19,223
Linseed cake	9,349	11,006	14,935	22,797
Corn cakes				
Palm-nut cakes	11,706	19,490	25,009	81,123
Sunflower-seed cake				
All other				
Total	232,694	279,980	225,293	271,761

More Texas cottonseed meal is used here than that which comes via New Orleans or Savannah.

One dealer said that he bolted all of the cottonseed meal that he received which had not been bolted in the United States, and that an astonishing amount of brass pins and small brass metal pieces were found in the screenings. The electromagnets em-

ploied by the crude oilmills evidently do not catch such material.

One shipment of Texas cottonseed meal which arrived here this fall showed, on chemical analysis, an adulteration of 10 per cent finely ground rice hulls. In the sample shown to the writer and which was said to represent the lot these hulls were visible to the eye. While the meal tested up to contract guaranty of 55 per cent protein and fat, a claim has been made on the American exporter for this adulteration. Such practices, if continued, will surely bring our cottonseed meal into disrepute in foreign markets, and they should not be tolerated by the associations of oil mills and exporters in America.

Methods of Unloading Meal at Hamburg.

The unloading of cottonseed meal from two ships was witnessed by the writer. One steamer, the Kingsgate, contained a full cargo of cottonseed meal from Texas ports. The buyer's representative handled the scales, and the seller's representative wrote down the weights; six 75-kilo bags (kilo = 2.2 lbs.) were weighed at a time, and the scales were balanced within a half kilo, which is estimated. The weight book showed the lot was running about 443 kilos to every 6 bags which should have weighed 450 kilos. This was a larger shortage than the one per cent allowable.

In the hold there were men sewing those sacks which needed it. These men were employed by the buyer. Rope slings were used, and in the lighters there were a number of bags which had rents in them where the rope had cut through the burlap. The bags were new. The unloading of this vessel seems

to have been, on the whole, satisfactory.

On the other steamer, the Hercules, of Bilbao, the unloading was not so well done. The lower hold was nearly empty and the hatches were up. The writer was told that most of the cargo from the lower hold had been discharged at Rotterdam.

The unloading was going on from between decks. The rope sling containing six 75-kilo bags swung out with considerable force and struck heavily against the pile of bags opposite. Frequently a bag would burst partly open, and many of the bags in the pile were knocked into the lower hold, a fall of 30 feet or more. The hold had so much loose meal in it that these bags of meal which were yet stored there were hardly visible. The stevedore said this meal was swept up, resacked, and prorated amongst the buyers in proper proportion according to their tonnage. The shippers were given credit for it. When the meal all runs uniform, it is not a serious matter; but when one lot contains dark meal, this may cause all of the sweepings to fall below prime. The several brands of this cargo were mixed. However, this was evidently the fault of those who loaded the ship.

The Rotterdam cargo should have been stored between decks and the Hamburg cargo stored in the hold. The stevedore explained that he could not cease loading from the side from which he was unloading, as the ship was listing badly, so the banging went briskly along. Those bags which escaped being burst were naturally badly strained and may burst at any time during the several handlings they must undergo before reaching the feed lots. These were new bags. What would have happened had this meal been sacked in secondhand wheat bags can well be imagined. Export meal should

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Reprehensible Practices in Manner of Weighing.

The weighing of this shipment was also in the hands of the buyer's representative, who merrily called out the weights to the seller's representative while the indicator of the scale was in wide and rapid oscillation. However, the weight booked showed this meal also to be averaging about 442 kilos per six 75-kilo bags, a shortage above the one per cent. allowable.

The sampling in both instances was done thoroughly. Meal was taken from each bag. In some instances, on the Hercules, two different brands were in the same sling, while the samples drawn from them all went into the same small bag. The top sacks in the sling cover up the brands of the lower bags. If some mark is placed on the end of each bag, the separate brands could be more easily distinguished, and the chances of getting them mixed, when discharging, would be reduced. As it is now, one exporter some time may have to pay a claim on another's meal.

Complaints Against an Exporting Firm.

Both here and in Denmark there is much complaint against an exporting firm in New Orleans which is reported to have sold much cotton-seed meal and cake last spring and summer for future shipments, and later—after the market advanced—to have notified his buyers, the latter claim, that he was unable to fill his contracts, or to pay them the difference in market value. From Copenhagen the writer has letters from buyers of this firm claiming losses amounting to about \$20,000; and at Hamburg two importers claim to have suffered losses aggregating \$12,000. The buyers state that they in good faith resold their purchases to others after making them, and at this late date they must buy in the goods with which to fill their sale contracts. They say they not only suffer the loss of their profits, but heavy actual losses as well.

The principal of this firm is reported to have formerly been a resident of Hamburg, where his father is now in business. Such unreliability on the part of a firm trading at an American port may have an effect to shake to some extent the confidence of European importers in our American export concerns. However, it may emphasize the advisability of confining their trading to members in good standing of our associations of oilmills and dealers, among whom such methods are not tolerated.

COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported up to Dec. 29, 1909, and for the period since Sept. 1, 1909, and for the same period 1908-9, were as follows:

From New York.

Port.	For week.	Since Sept. 1, 1909.	Same period, 1908-9.
Aalesund, Norway	—	50	80
Aberdeen, Scotland	—	—	25
Acajutla, Salvador	—	13	40
Alexandria, Egypt	—	540	733
Algiers, Algeria	—	748	2,685
Algoa Bay, Cape Colony	—	60	332
Amapola, Honduras	—	57	—
Amsterdam, Holland	—	706	765
Ancona, Italy	—	71	51
Antigua, W. Indies	—	—	—
Antwerp, Belgium	—	535	1,290
Auckland, New Zealand	—	133	138
Bahia, Brazil	—	38	—
Barbados, W. I.	53	525	345

Bari, Italy	—	50	—
Beira, E. Africa	32	—	—
Beirut, Syria	—	118	—
Belfast, Ireland	—	25	45
Bellme, E. Honduras	—	124	—
Bergen, Norway	—	173	—
Bissao, Portuguese Guinea	—	—	5
Bombay, India	—	7	—
Bordeaux, France	—	50	1,320
Braila, Roumania	—	340	141
Bremen, Germany	—	115	—
Bridgetown, W. I.	—	26	—
Bristol, England	—	73	—
Buenos Aires, Arg. Rep.	234	1,480	2,783
Bukarest, Roumania	—	—	25
Calabar, Cuba	—	9	—
Cairo, Egypt	—	24	—
Callao, Peru	—	354	5
Cape Town, Cape Colony	717	1,037	611
Cardiff, Wales	—	—	10
Cartagena, Colombia	—	4	—
Carupano, Venezuela	—	4	26
Cayenne, Fr. Guiana	83	365	116
Christiania, Norway	—	1,534	889
Christiansand, Norway	—	190	—
Cienfuegos, Cuba	—	65	88
Ciudad Bolivar, Venezuela	—	28	80
Colon, Panama	14	759	609
Constantinople, Turkey	—	6,095	12,183
Copenhagen, Denmark	—	480	410
Corinto, Nicaragua	—	—	24
Cork, Ireland	—	150	—
Crstobal, Panama	—	8	—
Curaçao, Leeward Islands.	—	28	—
Danzig, Germany	100	380	100
Dedeagatch, Turkey	—	325	843
Delagoa Bay, E. Africa	328	344	103
Demerara, Br. Guiana	46	802	1,053
Dominica, W. I.	—	76	—
Drontheim, Norway	—	200	125
Dublin, Ireland	100	1,774	1,217
Dunkirk, France	—	200	115
E. London, Cape Colony	—	—	89
Flume, Austria	—	200	—
Galatz, Roumania	—	2,617	2,616
Genoa, Italy	—	8,390	10,576
Gibara, Cuba	—	—	7
Gibraltar, Spain	—	150	100
Glasgow, Scotland	—	1,300	1,175
Gothenberg, Sweden	—	600	300
Grenada, W. Indies	—	—	11
Guadeloupe, W. I.	—	932	1,163
Guantanamo, Cuba	—	40	70
Halifax, N. S.	—	—	24
Hamburg, Germany	10	1,310	5,822
Hango, Russia	—	—	20
Havana, Cuba	58	1,356	416
Havre, France	—	3,175	6,930
Helsingfors, Finland	—	10	20
Hull, England	—	353	95
Inagua, W. I.	—	3	—
Jacmel, Haiti	3	3	—
Jamaica, W. I.	—	125	—
Kingston, W. I.	99	1,595	1,410
Kobe, Japan	—	—	15
Kustendji, Roumania	—	1,375	1,375
La Guaira, Venezuela	—	2	123
Leghorn, Italy	—	2,839	4,207
Liverpool, England	50	2,301	2,235
London, England	500	4,700	4,146
Maecoris, San Domingo	—	77	241
Malmo, Sweden	—	—	130
Malta, Island of	25	685	462
Manchester, England	44	1,055	1,045
Manzanillo, Cuba	—	140	30
Maracaibo, Venezuela	—	46	119
Marselles, France	—	5,725	13,886
Martinique, W. Indies	—	1,811	1,489
Matanzas, W. I.	—	77	—
Mauritius, Island of	—	—	19
Mazatlan, Mexico	—	11	—
Melbourne, Australia	—	62	150
Messina, Sicily	—	—	15
Monrovia, Liberia	—	—	14
Montego Bay, W. Indies	—	23	—
Montevideo, Uruguay	197	1,380	1,278
Naples, Italy	—	2,494	1,743
Newcastle, England	—	—	25
Nuevitas, Cuba	—	9	23
Oran, Algeria	—	406	544
Palermo, Sicily	—	—	95
Panama, Panama	—	28	22
Panderna, Asia	—	346	118
Para, Brazil	—	—	12
Paramaribo, Dutch Guiana	—	7	—
Port Antonio, Jamaica	—	23	28
Port au Prince, W. Indies.	—	18	37
Port Barrios, C. A.	—	28	20
Port Cabello, Venezuela	—	56	84
Port Limon, Costa Rica	22	199	149
Port Maria, Jamaica	—	3	—
Port Natal, Cape Colony	—	—	66
Port of Spain, W. I.	—	—	20
Port Said, Egypt	—	14	22
Prevesa, Turkey	—	—	23
Progreso, Mexico	—	153	52
Puerto Plata, San Dom.	—	464	100
Ravenna, Italy	—	800	1,849
Rio Janeiro, Brazil	—	1,352	1,268
Rotterdam, Holland	383	24,004	15,012
St. Johns, N. F.	—	26	—
St. Kitts, W. I.	—	166	85
St. Lucia, W. I.	—	—	77
St. Thomas, W. I.	—	—	21
Salonica, Turkey	—	1,096	2,100
Samana, San Dom.	—	—	156
Sanchez, San Dom.	52	52	61
San Domingo City, San Dom.	—	204	320
San Jose, C. R.	—	—	17
Sancti Spiritus, Cuba	—	323	139
Santos, Brazil	—	241	—
Savannah, Georgia	—	8	—
Sierra Leone, Africa	—	41	—
Smyna, Turkey	—	840	261
Southampton, England	100	450	150
Stavanger, Norway	—	10	—
Stettin, Germany	—	150	1,650
Stockholm, Sweden	—	200	25
Surinam, D. Guiana	—	8	—
Sydney, Australia	—	53	—
Syracuse, Sicily	—	25	—
Tampico, Mexico	—	212	42
Trieste, Austria	—	100	7,835
Trinidad, Island of	—	129	112
Tunis, Algeria	—	—	291
Valparaiso, Chile	—	1,489	1,047
Varna, Bulgaria	—	33	—
Venice, Italy	533	5,471	19,249
Vera Cruz, Mexico	—	48	222
Wellington, N. Z.	—	—	65
Yokohama, Japan	—	10	9
Total	3,801	104,607	148,485

From New Orleans.

Antwerp, Belgium	—	100	4,886
Belfast, Ireland	—	433	180
Bordeaux, France	—	15	—
Bremen, Germany	—	75	586
Christiania, Norway	2,170	—	—
Colon, Panama	—	21	20
Copenhagen, Denmark	—	550	1,966
Genoa, Italy	—	25	300
Glasgow, Scotland	—	685	550
Gothenberg, Sweden	—	309	—
Hamburg, Germany	—	1,310	19,896
Havana, Cuba	—	267	1,113
Havre, France	—	102	1,807
Liverpool, England	—	200	7,290
London, England	—	1,975	7,450
Manchester, England	—	—	1,350
Marselles, France	—	250	10,792
Naples, Italy	—	100	200
Odessa, Russia	—	—	50
Rotterdam, Holland	—	12,173	29,310
Stavanger, Norway	—	535	—
Trieste, Austria	—	—	1,405
Venice, Italy	—	600	—
Vera Cruz, Mexico	—	—	380
Total	—	21,886	89,831

From Galveston.

Bremen, Germany	—	—	190
Christiania, Norway	—	—	50
Hamburg, Germany	—	392	300
Liverpool, England	—	750	—
Rotterdam, Holland	—	8,706	9,069
Vera Cruz, Mexico	—	—	2,100
Total	—	4,908	11,739

From Baltimore.

Copenhagen, Denmark	—	50	—
Hamburg, Germany	—	1,906	625
Havre, France	—	50	—
Rotterdam, Holland	—	105	100
Total	—	2,111	725

From Savannah.

Algiers, Algeria	—	—	314
Bremen, Germany	—	716	—
Christiania, Norway	—	—	—
Genoa, Italy	—	—	1,740
Gothenberg, Sweden	—	906	—
Hamburg, Germany	—	3,156	1,250
Havre, France	—	630	4,556
Leghorn, Italy	—	—	583
Liverpool, England	—	4,541	—
London, England	—	—	20
Manchester, England	4,178	4,230	24
Marselles, France	—	—	1,949
Naples, Italy	—	—	904
Oran, Algeria	—	—	126
Rotterdam, Holland	—	7,350	15,216
Stavanger, Norway	—	—	215
Stettin, Germany	—	—	61
Trieste, Austria	—	—	51
Venice, Italy	—	—	1,328
Total	4,178	22,398	28,743

From Newport News.

Rotterdam, Holland	200	3,350	—
Total	200	3,350	—

From Norfolk.

Glasgow, Scotland	—	25	—
Liverpool, England	—	950	775
Rotterdam, Holland	—	3,900	800
Total	—	4,875	1,575

From All Other Ports.

Antwerp, Belgium	—	50	—
Canada	—	6	9,816
Hamburg, Germany	—	175	—
Liverpool, England	—	20	—
Mexico (including overland) ..	906	20,902	34,751
Total	906	21,133	44,587

Recapitulation.

From New York	3,801	104,607	148,485
From New Orleans	—	21,886	89,831
From Galveston	—	4,908	11,739
From Baltimore	—	2,111	725
From Philadelphia	—	104	694
From Savannah	4,178	22,398	28,743
From Newport News	200	3,350	—
From Norfolk	—	4,875	1,575
From all other ports	906	21,133	44,587
Total	9,085	185,072	326,290

HIDES AND SKINS

(Daily Hide and Leather Market)

Chicago.

PACKER HIDES.—The same dullness prevails throughout the market as heretofore, and no trading is reported. Packers are talking steady and are predicting that packer hide leather will command a further premium next year over common hide and poorly taken off hide leathers. No business is looked for until after New Year's, but packers report that sales of leather are keeping up for shipment after Jan. 1. The packers are reporting a short supply of most grades of plump sole leather. Packers are offering December hides at from $\frac{1}{4}$ @ $\frac{1}{2}$ c. under November prices, but tanners are looking for a greater cut than this. Native steers are nominal. Packers offer December at $17\frac{1}{2}$ c., and intimate that less would be accepted from Western and Southern points, but buyers' views continue only about 17c. One big packer sold a car or so of November-December kosher natives for Chicago, which included spreads, but is keeping the price secured private. Texas steers of December salting are offered at $16\frac{1}{2}$ c. for heavies, $15\frac{1}{2}$ c. for lights and $14\frac{1}{2}$ c. for extremes with packers talking $\frac{1}{4}$ c. more for November, but buyers' views are about $\frac{3}{4}$ c. less. Butt brands are nominally not quotable over 16c. for December, and buyers' views are under this. Colorados are held at $15\frac{1}{2}$ c. for December, but buyers entertain views around 15c. Branded cows are offered at $14\frac{1}{2}$ c. for November and $14\frac{1}{4}$ c. for December, but buyers are holding off. Native cows are dull and strictly nominal. December heavy cows can be bought at under 16c., and buyers would probably not give over $15\frac{1}{2}$ c., but there are no sales. Light cows are obtainable at 15 @ $15\frac{1}{4}$ c., but there is no trading in these. Tanners' bids for native bulls are under 14c. for Januarys. December branded bulls are offered at $13\frac{1}{4}$ c.

COUNTRY HIDES.—The market is no weaker at any rate, and it is now reported that recent sales of special weights of cows at 13c. from Chicago were larger than at first given out. The dealers in Minneapolis and St. Paul, as well as those throughout Iowa and other similar points, are now talking $12\frac{3}{4}$ @13c. on selection for 25-lb. and up cows, less Chicago freight, but the last sales of good lots in these sections were $12\frac{1}{2}$ c., and buyers' ideas are no higher. Some dealers claim a steadier to firmer tone to the market than before. Buffs at Chicago continue quotable at $12\frac{3}{4}$ @13c. for stock on hand ready for shipment, and dealers are now talking quite firm at 13c. for good lots. Some bids of $12\frac{3}{4}$ c. for these lots for immediate shipment are reported declined, but some tanners are refusing to bid over $12\frac{1}{2}$ c. for late January and early February delivery. Some sales of special weights of buff's have been made at 13c. No. 2 buff's are draggy, and these alone will not bring over $11\frac{3}{4}$ c. Heavy cows are firm at 13c., and some dealers will not sell at this and are talking $13\frac{1}{4}$ c. Extremes are quotable at $13\frac{1}{4}$ @ $13\frac{1}{2}$ c. for good Western stock containing a fair percentage of No. 1's, but poor Southwestern lots are being picked up at $12\frac{1}{4}$ @ $12\frac{1}{2}$ c., selected and delivered at tanneries in Milwaukee. Heavy steers are quoted at 14 @ $14\frac{1}{4}$ c., with the inside price representing best bids at present and dealers

not willing to sell any straight car lots on hand under $14\frac{1}{2}$ c. Heavy bulls are quoted at $11\frac{1}{2}$ @12c., with buyers bidding $11\frac{1}{2}$ c. and none offered under 12c. Branded hides are steady. One car of extra good condition regular country hides sold at 11c. flat out of bundle, but late receipts, mostly grubby lots in pack, rule at 10 @ $10\frac{1}{2}$ c. flat.

HORSE HIDES.—Country hides rule at $\$3.75$ @ $\$3.85$, and cities are quoted at $\$4$ to $\$4.25$. Sales of the latter are not reported at over $\$4.15$, but good lots are held at $\$4.25$.

DRY HIDES are quiet and easy, with heavy weight stock accumulating.

CALFSKINS.—Western tanners are bearish on the situation, and are refusing to bid over 18c. for Chicago citys and best outside cities and 17 @ $17\frac{1}{2}$ c. for countries. Dealers are trying to secure about $\frac{1}{2}$ c. over these figures. Kips are also weak, with tanners only bidding 13 @ $13\frac{1}{2}$ c. for a plump selection and 1c. under these prices for poor lots of glove stock.

SHEEPSKINS.—The market is quiet, but prices continue to rule strong with packer heavy pelts of 12 lbs. and up quoted at $\$1.80$ @ $\$1.85$ for sheep and $\$1.75$ @ $\$1.80$ for lambs. Light stock sells at proportionately less, and there is not much stock on the market of any kind. The country market keeps firm, with late receipt sheep bringing from $\$1$ @ $\$1.50$ and lambs at $\$1$ @ $\$1.35$, and most sales averaging around $\$1.10$ @ $\$1.20$.

New York.

DRY HIDES.—The market on common varieties is holding steady, with small sales effected of different varieties at the same prices as were previously secured. Some transactions made include 1,500 Bogotas, etc., on the basis of $22\frac{1}{4}$ c. for mountains, 650 Orinocos at $23\frac{3}{4}$ c., some further odd lots of Central Americans at $22\frac{1}{4}$ c. and some small lots of Puerto Cabellos, etc., at $22\frac{3}{4}$ c. The River Plate market is entirely nominal at present, with no sales reported.

WET SALTED HIDES.—It is reported that the Sansinena frigorificos were sold yesterday amounting to 4,000 at the equivalent to $16\frac{1}{2}$ c. c. i. f. These were December salting hides, and it is understood were taken by the same "tanning packer" concern in this country who were the buyers of these hides about 3 weeks ago up to 17.5 - 16 c. Another sale is reported made at the River Plate of 6,000 Concordia Saladero steers 28 to 29 kilos in weight at $16\frac{1}{4}$ c., c. i. f. for Europe. These Concordia hides have been on the market for some time without being sold, and it is rumored that they were bought through the same channels for Europe as the Sansineas were for the American buyer. There is a lot of 4,000 River Plate Fresh Meat Company frigorificos on hand that have been on the market for nearly a fortnight, and on several occasions it was reported that these were going to be sold, but each time the hides were withdrawn. Some parties believe that bids are scarce at present at the River Plate, and that owing to this considerable manipulation is being indulged in.

CITY PACKER HIDES.—There is absolutely nothing doing in the local market, but a packer located at an outside point has

made a sale of 1,000, all stuck throat native bulls, at $13\frac{1}{2}$ c.

COUNTRY HIDES AND CALFSKINS.—The market on hides continues quiet and unchanged, with no sales reported here, and prices on about the same level as formerly. New York State cows in car lots are quoted around $12\frac{1}{2}$ c. flat and smaller lots at 12 @ $12\frac{1}{4}$ c. flat, according to size, section, quality, etc., but some dealers are trying to get $12\frac{1}{2}$ c. for half-car lot quantities. Calfskins continue dull and easy, with buyers holding out and bidding off and no sales of account reported. Prices are nominally the same as last quoted, and it is not expected that there will be much done before next week.

European Markets.

Some of the first cables received here on the sales of hides at the Paris auctions state that heavy steers declined 6 per cent., medium steers declined 8 per cent., and all weight bulls declined 4 per cent. Some cables give prices as unchanged on cows and others state that there was a slight decline on these of about 1 per cent. There is practically nothing doing here at present in European hides. The hides coming in here from Europe are mostly cows, and most of these have been sold.

Boston.

Some further sales of Ohio buff's are reported at 13c., and the market continues to rule steady with some Ohio buff's not obtainable at 13 @ $13\frac{1}{4}$ c. up to $13\frac{1}{2}$ c. asked for some choice lots. Some sales of Ohio extremes have also been made at 14c. Southern hides are inactive at 11 @ $11\frac{1}{4}$ c. for best Northern section lots and 10 @ $10\frac{1}{2}$ c. for far Southern.

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RETSOF

Chicago Section

Is the cost of living higher, or is it higher living that costs?

If there is anything in Chicago quite as rotten as the telephone service trot it out and kill it.

All he said was, "Is it cold enough for you?" and—well, he'll be out of the repair shop in a week or so!

"Figures don't lie," said Mat Matician. "Tell they don't!" said Uptub. "Jevver settle with a taxicab register?"

Remember the year of the "big wind" in Ireland? No? Well, remember that 1909 was the year of the "big snow" in Chicago.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, December 25, 1909, averaged 8.17 cents per pound.

Looks like a much safer bet to make a "market" than to guess at it. The men who rake off a few hundred thousand millions once in a while "push on the lines."

Lives of great men all remind us
We can make our lives sublime,
And, departing, feel convinced that
Some will miss us—for a time.

Chicago faces a coal famine—so it is claimed by coal mine owners and coal dealers. Also, the sun shone three quarters of an hour last week—which means a scarcity of ice next summer.

Swift & Company distributed about \$15,000 among their Chicago employees as a Christmas remembrance. Morris & Company gave \$25,000 to their benevolent association and \$25,000 to the pension fund.

About a dozen concerns were fined \$20 and costs last week for violation of the smoke ordinance. No packers included, however. The Board of Trade got in by a neck, and put up "20 and" for the honor.

Chicago's entire street railway system is to be unified, to which end local capital has effected a traction merger involving some \$370,000,000. Ira M. Cobe is the prime mover in the thing so it's a sure thing there's something doing, as Cobe never renigs.

Are you growing old and older every year?
Do you see your finish clearer every year?
Are gray hairs becoming thicker,
Got less capacity for licker,
Are you more and more a kicker every year?
If so, forget it, old pal!

Just tell them that you saw it in The National Provisioner. Every little bit helps. Every little bit added to what you have makes a little bit more. It's the little bits that in the aggregate count. Even a new one-ham customer is worthy of consideration, and don't you forget it!

H. C. Gardner, manager of the construction and mechanical department of Swift & Company, severs his twenty years' connection

D. I. DAVIS & CO.

SUCCESSORS
WILDER & DAVIS,

PACKINGHOUSE ARCHITECTS
CHICAGO, ILL.

with that company this week to go into partnership with George M. Brill, the well-known mechanical, electrical and architectural engineer of Chicago. The new firm will be Brill & Gardner, and will make a specialty of power plants, shops, manufacturing plants, packing and cold storage houses and industrial engineering in general.

Lyman S. Peterson, manager of the Schwarzschild & Sulzberger Company's jobbing department, was the recipient of a handsome gold watch, suitably engraved, on Christmas eve from his associates in the



LYMAN S. PETERSON.
Manager S. & S. Co.'s Jobbing Department.

department, from the office boys up, including the ladies. Under his management the S. & S. jobbing department has grown to be one of the biggest in the business. Mr. Peterson has surrounded himself with the best support, and they all pull together. Mr. Fay W. Pratt made the presentation speech and Mr. Peterson replied in a few appropriate remarks — after he caught his "second wind." Frank D. Vermilya, Saratoga Springs, N. Y., Inspector Geo. E. Knapp,

Springfield, Mass., Inspector Henry A. Keller, Niagara Falls, N. Y., and Inspector John L. Sheehy, Chicago, also made suitable remarks and the meeting adjourned with everybody mightily pleased.

When the last big bottle's empty, and the dawn creeps gray and cold,
And the last clan tartan's folded and the last big lie is told;
When they totter down the footpath in a brave, unbroken line,
To the peril of the passers and the tune of "Auld Lang Syne,"
You can tell the folks at breakfast, as they watch the fearsome sight,
They have only been assisting at a Scotsman's New Year's Nicht.

Geo. L. Stoutz, inspector for the S. & S. Company in the Southeastern territory, with headquarters at Atlanta, Ga., was presented with a handsome clock from the branch managers and his intimate friends as a Christmas remembrance. The present is considered very appropriate on account of Mr. Stoutz having just recently moved into his new home at Atlanta. Times have been pretty strenuous for the Southern boys, fighting the ball-bearing markets down there, and Stoutz may not have a chance to hear the chimes very often.

Pat was about all in. The doctor met the priest and told him to tell Pat he had but a short time to live. The priest broke the news gently to Pat and exhorted him to make his peace with all his enemies. "Sure!" says Pat, "all the inimies I have have licked me, or I thim, an' were square. There's one, however, not worth licking, and that's Cohen, next door." The priest sent for Cohen and he came. "Say, Cohen," said Pat, "I never liked you, and maybe I've abused you a whole lot, but it's all over now, and I want you to forgive me." "Sure, I vill, Pat! Sure I vill!" They shook hands on it, and Cohen started for the door. "Say, Cohen," said Pat, "remember, you old son of a gun, if I don't die, that don't go!"

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CHICAGO

CHICAGO LIVESTOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Dec. 20.....	18,534	1,446	45,046	24,967
Tuesday, Dec. 21.....	6,327	1,133	27,058	19,232
Wednesday, Dec. 22.....	21,462	1,604	32,093	16,417
Thursday, Dec. 23.....	5,523	902	17,843	5,550
Friday, Dec. 24.....	5,437	517	11,794	2,490
Saturday, Dec. 25—Holiday.				
Total last week.....	55,273	5,402	134,394	68,685
Previous week.....	53,840	6,830	200,964	112,088
Cor. week 1908.....	53,850	4,684	125,530	47,068
Cor. week 1907.....	46,061	2,237	134,583	38,304

SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, Dec. 20.....	58	2,367	2,716
Tuesday, Dec. 21.....	3,058	60	835
Wednesday, Dec. 22.....	6,574	152	4,311
Thursday, Dec. 23.....	7,059	144	4,979
Friday, Dec. 24.....	5,913	359	6,172
Saturday, Dec. 25—Holiday.			
Total last week.....	26,386	806	18,064
Previous week.....	39,948	730	17,516
Cor. week 1908.....	22,946	607	36,607
Cor. week 1907.....	23,124	272	24,639

CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Dec. 25, 1909.....	2,899,347	6,526,151	4,390,976
Same period, 1908.....	2,990,077	7,973,941	4,287,014

Combined receipts of hogs at eleven points:

Week ending Dec. 25, 1909.....	420,000
Week previous.....	632,000
Year ago.....	363,000
Two years ago.....	420,000
Year to Dec. 25, 1909.....	22,583,000
Same period, 1908.....	27,472,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Dec. 25, 1909.....	114,300	298,000	121,700
Week ago.....	224,300	464,900	208,900
Year ago.....	101,800	270,300	81,100
Two years ago.....	70,400	267,900	58,300

CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Dec. 25:	
Armour & Co.....	26,100
Swift & Co.....	14,400
B. & S. Co.....	16,300
Morris & Co.....	9,600
Anglo-American.....	6,900
Boyd & Lunham.....	8,300
Hammond.....	7,900
Western P. Co.....	5,100
Boore & Co.....	4,300
Roberts & Oake.....	4,500
Others.....	15,900
Totals.....	122,300
Previous week.....	197,700
Same week, 1908.....	104,900
Same week, 1907.....	111,200
Year to Dec. 25, 1909.....	5,082,400
Same period, 1908.....	6,907,700

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week Dec. 25, 1909.....	\$6.00	\$5.29	\$4.85	\$7.40
Last week.....	5.75	5.45	4.95	7.65
Year ago.....	5.95	5.50	4.80	7.25
Two years ago.....	5.25	4.51	4.15	6.00
Three years ago.....	5.40	6.28	5.10	7.10

CATTLE.

Good to prime steers.....	\$7.25@8.50
Fair to good steers.....	6.00@7.25
Common to fair heifers.....	5.00@6.00
Good to fancy yearlings.....	6.75@8.25
Good to choice beef cows.....	4.50@5.25
Inferior killers.....	3.75@5.00
Medium to good beef cows.....	3.60@4.50
Common to good cutters.....	2.75@3.50
Inferior to good canners.....	2.50@3.00
Good to choice heifers.....	5.00@6.00
Common to fair heifers.....	3.00@4.50

Butcher bulls.....	3.75@5.10
Good to choice calves.....	7.75@9.50
Medium calves.....	7.00@7.75
Heavy calves.....	4.50@5.25
Bologna bulls.....	3.00@3.80

HOGS.

Good to prime heavy.....	\$8.45@8.70
Good to choice light.....	8.25@8.45
Common to fair light grades.....	8.15@8.30
Butcher weights.....	8.30@8.65
Medium weight mixed.....	8.20@8.45
Rough packing.....	8.00@8.10
Pigs.....	6.75@8.00
Boars.....	4.75@5.75
Stags.....	8.50@9.10

SHEEP.

Range wethers.....	\$4.25@5.00
Feeding lambs.....	5.75@7.15
Native yearlings.....	5.50@7.15
Native wethers.....	4.00@6.00
Good to choice native ewes.....	3.50@5.75
Native lambs.....	7.25@8.25
Range ewes.....	3.00@4.75
Feeding ewes.....	4.00@5.50
Fed yearlings.....	5.25@7.00
Fed wethers.....	4.75@5.75
Fed lambs.....	6.55@8.15
Fall clipped lambs.....	7.00@7.50

CHICAGO PROVISION MARKET.

Range of Prices.

SATURDAY, DECEMBER 25, 1909.

Holiday. No market.

MONDAY, DECEMBER 27, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	\$21.92½	\$21.90	\$21.85	\$21.85
May.....	21.85	21.92½	21.75	21.75
LARD—(Per 100 lbs.)—				
December.....				112.65
January.....	12.65	12.65	12.35	12.35
May.....	12.02½	12.02½	11.92½	11.92½
July.....	11.95	11.97½	11.90	11.90
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.50	11.55	11.50	111.50
May.....	11.45	11.50	11.40	11.40
July.....	11.42½	11.42½	11.40	11.40

TUESDAY, DECEMBER 28, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	21.85	21.85	21.55	21.60
May.....	21.90	21.90	21.52½	21.62½
July.....	21.70	21.70	21.40	21.50
LARD—(Per 100 lbs.)—				
December.....	12.65	12.65	12.40	112.40
January.....	12.40	12.40	12.22½	112.25
May.....	11.95	11.97½	11.75	11.85
July.....	11.87½	11.90	11.67½	11.80
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.30	11.35	11.30	11.32½
May.....	11.47½	11.47½	11.23½	11.32½
July.....	11.40	11.42½	11.22½	11.30

WEDNESDAY, DECEMBER 29, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
December.....	21.55	21.62½	21.55	21.72½
January.....	21.62½	21.72½	21.62½	21.56
LARD—(Per 100 lbs.)—				
December.....	12.25	12.30	12.25	112.50
January.....	11.85	11.90	11.85	111.87½
May.....	11.77½	11.85	11.77½	11.82½
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.35	11.37½	11.30	111.32½
May.....	11.35	11.37½	11.32½	11.35
July.....	11.35	11.37½	11.32½	11.32½

THURSDAY, DECEMBER 30, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	21.80	21.85	21.55	21.62
May.....	21.75	21.87	21.67	21.80

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
December.....	112.50			112.50
January.....	12.25	12.40	12.25	112.30
May.....	11.90	11.95	11.85	111.67
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.35	11.40	11.30	111.37
May.....	11.37	11.42	11.32	111.40

FRIDAY, DECEMBER 31, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	21.45	21.45	21.35	21.37½
May.....	21.62½	21.70	21.55	21.63
LARD—(Per 100 lbs.)—				
January.....	12.20	12.25	12.17½	112.22½
May.....	11.82½	11.85	11.80	111.80
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.32½	11.32½	11.22½	11.30
May.....	11.32½	11.32½	11.27½	11.30

{Bid. {Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry & Son, 41st and Halsted Streets.)

Native Rib Roast.....	16	22
Native Sirloin Steaks.....	15	22
Native Porterhouse Steaks.....	20	30
Native Pot Roasts.....	10	14
Rib Roasts from light cattle.....	10	18
Beef Stew.....	9	12½
Boneless Corned Briskets, Native.....	12½	14
Corned Rumps, Native.....	10	18
Corned Ribs.....	8	9
Corned Flanks.....	12½	18
Round Steaks.....	12½	18
Round Roasts.....	12½	18
Shoulder Steaks.....	12	14
Shoulder Roasts.....	11	13
Shoulder Neck End, Trimmed.....	8	9
Rolls Roast.....	14	18

Lamb.

Hind Quarters, fancy.....	16	21
Fore Quarters, fancy.....	12½	14
Legs, fancy.....	18	22
Stew.....	10	12½
Shoulders.....	10	12½
Chops, Ribs and Loins.....	22	25
Chops, Frenched, each.....	10	15

Mutton.

Legs.....	14	19
Stew.....	8	13
Shoulders.....	8	10
Hind Quarters.....	12½	14
Fore Quarters.....	10	12
Rib and Loins Chops.....	16	20

Pork.

Pork Loins.....	16	21
Pork Chops.....	17	22
Pork Shoulders.....	14	18
Pork Tenders.....	10	14
Pork Butts.....	12	14
Spare Ribs.....	14	18
Blades.....	6	8
Hocks.....	10	12
Pigs' Heads.....	6	8
Leaf Lard.....	16	21

Veal.

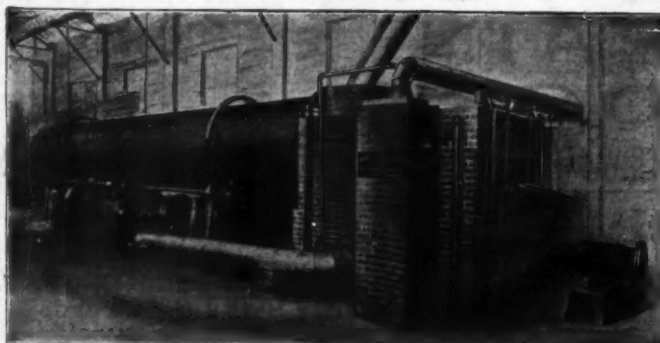
Hind Quarters.....	12	14
Fore Quarters.....	14	18
Legs.....	14	18
Stew.....	10	12½
Shoulders.....	10	12½
Cutlets.....	10	12½
Rib and Loins Chops.....	18	22

Butchers' Offal.

Head.....	8	12
Tallow.....	4	6
Bone.....	14	18
Calfskins, 8 to 15 lbs.....	17	21
Calfskins, under 8 lbs. (deacones).....	16	20

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TANKAGE PRESSES AND DRYERS

Economical Efficient
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL
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Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.
68 William St., New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.	
Good native steers	11½ @ 12
Native steers, medium	9½ @ 10½
Heifers, good	9½ @ 10
Cows	7 @ 8
Hind Quarters, choice	@ 14½
Fore Quarters, choice	@ 9

Beef Cuts.

Cow Chunks	5½ @ 7
Steer Chunks	8 @ 8½
Boneless Chunks	@ 6½
Medium Plates	@ 5
Steer Plates	@ 6½
Cow Rounds	6½ @ 7½
Steer Rounds	8½ @ 9
Cow Loins	8½ @ 12½
Steer Loins, Heavy	@ 23½
Beef Tenderloins, No. 1	@ 24
Beef Tenderloins, No. 2	@ 20
Strip Loins	7½ @ 8
Shoulder Butts	9 @ 12
Shoulder Clods	@ 7
Balls	@ 9½
Rump Butts	7 @ 10½
Trimnings	@ 5
Shank	@ 4
Cow Ribs, Common, Light	@ 7½
Cow Ribs, Heavy	@ 10½
Steer Ribs, Light	@ 14
Steer Ribs, Heavy	@ 17½
Lois Ends, steer, native	@ 11½
Lois Ends, cow	@ 10
Hanging Tenderloins	@ 6
Flank Steak	7½ @ 11
Minced Shanks	@ 3½

Beef Offal.

Livers	@ 5½
Hearts	@ 4½
Tongues	@ 12
Sweetbreads	@ 22
Ox Tail, per lb.	@ 6
Fresh Tripe, plain	@ 2½
Fresh Tripe, H. C.	@ 4½
Brains	@ 6
Kidneys, each	@ 5½

Veal.

Heavy Carcass Veal	8 @ 8½
Light Carcass	@ 13
Good Carcass	@ 14
Good Saddle	@ 9
Medium Racks	@ 10½
Good Racks	@ 10½

Veal Offal.

Brains, each	@ 6
Sweetbreads	@ 70
Ploaks	@ 50
Heads, each	@ 20

Lambs.

Medium Cawl	@ 10½
Good Cawl	@ 11½
Round Dressed Lambs	@ 13½
Saddles, Cawl	@ 13½
R. D. Lamb Racks	@ 11
Cawl Lamb Racks	@ 10
R. D. Lamb Saddle	@ 14½
Lamb Pries, per pair	@ 8
Lamb Tongues, each	@ 8
Lamb Kidneys, each	@ 2

Mutton.

Medium Sheep	@ 9
Good Sheep	@ 10
Medium Saddle	@ 11
Good Saddle	@ 11½
Medium Racks	@ 7
Good Racks	@ 7½
Mutton Legs	@ 12½
Mutton Loins	@ 8½
Mutton Stew	@ 7
Sheep Tongues, each	@ 8
Sheep Heads, each	@ 8

Fresh Pork, Etc.

Dressed Hogs	10½ @ 11
Pork Loins	@ 13½
Leaf Lard	@ 13½
Tenderloins	@ 24
Spare Ribs	@ 11½
Butts	@ 12½
Hocks	@ 7
Trimnings	@ 9
Tails	@ 7
Snouts	@ 7
Pigs' Feet	@ 4
Pigs' Heads	@ 7½
Blade Bones	@ 7½
Cheek Meat	@ 7
Hog Pitches	7 @ 7½
Neck Bones	@ 4
Skinned Shoulders	@ 11½
Pork Hearts	@ 5½
Pork Kidneys	@ 3½
Pork Tongues	@ 11
Shp Bones	@ 5½
Tail Bones	@ 5
Brains	@ 6
Backfat	@ 13½
Hams	@ 13½
Calas	@ 11½
Belies	@ 14½
Shoulders	@ 11½

SAUSAGE.

Columbia Cloth Bologna	@ 8
Bologna, large, long, round and cloth	@ 7½
Choice Bologna	@ 8½
Viennas	@ 10

Frankfurters	@ 10
Blood, Liver and Headcheese	@ 8
Tongue	@ 12
White Tongue	@ 12
Minced Sausage	@ 11
Prepared Sausage	@ 15
New England Sausage	@ 15
Compressed Lanchon Sausage	@ 15
Special Compressed Ham	@ 15
Berliner Sausage	@ 11
Boneless Butts in casings	@ 18
Oxford Butts in casings	@ 15
Polish Sausage	@ 9½
Garlic Sausage	@ 9½
Smoked Sausage	@ 10
Farm Sausage	@ 15
Pork Sausage, bulk or link	@ 11
Pork Sausage, short link	@ 12
Special Prepared Sausage	@ 10½
Boneless Pigs' Feet	@ 8
Hams, Bologna	@ 9

Summer Sausage.

Best Summer, H. C. Medium Dry	@—
German Salami, Medium Dry	@ 18
Italian Salami	@—
Holstein	@ 13
Mettwurst	@—
New Farmer	@ 16
Monarque Cervelat, H. C.	@—

Sausage in Oil.

Smoked Sausage, 1-50	\$5.50
Smoked Sausage, 2-20	5.00
Bologna, 1-50	5.00
Bologna, 2-20	4.50
Frankfurt, 1-50	5.50
Frankfurt, 2-20	5.00

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$9.75
Pickled Plain Tripe, in 200-lb. barrels	5.00
Pickled H. C. Tripe, in 200-lb. barrels	7.75
Pickled Ox Lips, in 200-lb. barrels	—
Pickled Pigs' Snouts, in 200-lb. barrels	—
Lamb Tongues, Short Cut, barrels	32.00

CORNED, BOILED AND ROAST BEEF.

	Per doz.
1 lb., 2 doz. to case	\$1.75
2 lbs., 1 or 2 doz. to case	3.05
4 lbs., 1 doz. to case	—
6 lbs., 1 doz. to case	11.55
14 lbs., ½ doz. to case	25.85

EXTRACT OF BEEF.

	Per doz.
1-oz. jars, 1 doz. in box	\$2.25
2-oz. jars, 1 doz. in box	3.55
4-oz. jars, 1 doz. in box	6.50
8-oz. jars, ½ doz. in box	11.60
16-oz. jars, ¼ doz. in box	22.00
2, 5 and 10-lb. tins	\$1.75 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. bbls.	@ 13.50
Plate Beef	@ 12.50
Prime Mess Beef	@ 12.00
Extra Mess Beef	@ 11.60
Beef Hams (220 lbs. to bbl.)	21.50 @ 22.00
Rump Butts	@ 13.00
Mess Pork	@ 23.00
Clear Fat Backs	@ 26.00
Family Back Pork	@ 27.00
Bean Pork	@ 21.00

LARD.

Pure leaf, kettle rendered, per lb., tes.	@ 16½
Pure lard	@ 15½
Lard substitutes, tes.	@ 11½
Lard, compound	@ 11
Cooking oil, per gal., in barrels	@ 64
Barrels, ½ c. over tierces; 80 barrels, ¼ c. over tierces; tubs and pails, 10 to 50 lbs., ¼ to 1 c. over tierces.	

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	15½ @ 19½
Cooks' and bakers' shortening, tubs.	13 @ 14

DRY SALT MEATS.

(Boxed. Loose are ¼ c. less.)	
Clear Bellies, 14 @ 16 avg.	@ 13½
Clear Bellies, 18 @ 20 avg.	@ 13½
Rib Bellies, 18 @ 20 avg.	@ 13½
Fat Backs, 12 @ 14 avg.	@ 12½
Regular Plates	@ 12½
Short Clears	@—
Butts	@ 11½
Bacon meats, 1 c. more.	

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@ 16½
Hams, 18 lbs., avg.	@ 16½
Skinned Hams	@ 16½
Calas, 4 @ 8 lbs., avg.	@ 12½
Calas, 6 @ 12 lbs., avg.	@ 12½
New York Shoulders, 8 @ 12 lbs., avg.	@—
Breakfast Bacon, fancy	@ 21½
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	@ 18
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	@ 18
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	@ 14½
Dried Beef Sals	@ 18½
Dried Beef Inside	@ 19
Dried Beef Knuckles	@ 16½
Dried Beef Outsoles	@ 15½
Regular Balled Hams	@ 20
Smoked Balled Hams	@ 21
Bolled Calas	@ 17
Cooked Loin Rols	@ 24
Cooked Rolled Shoulders	@ 18

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	@ 16½
Export Rounds	@ 21
Middles, per set	@ 26
Beef bungs, per piece	16½ @ 17
Hog casings, as packed	@ 30
Hog casings, free of salt	@ 30
Hog middles, per set	@ 12
Hog bungs, export	@ 13
Hog bungs, large mediums	@ 8
Hog bungs, prime	@ 8
Hog bungs, narrow	2 @ 2½
Imported wide sheep casings	@ 30
Imported wide sheep casings	@ 30
Imported medium sheep casings	@ 30
Beef weasands	@ 6½
Beef bladders, medium	@ 35
Beef bladders, small, per doz.	@—
Hog stomachs, per piece	@ 4½

FERTILIZERS.

Dried blood, per unit	@ 2.95
Hoof meal, per unit	@ 2.77½
Concent. tankage, 15% per unit	@ 2.70
Ground tankage, 12% per unit	@ 2.77½ and 10c.
Ground tankage, 11% per unit	@ 2.77½ and 10c.
Ground tankage, 10% per unit	@ 2.75 and 10c.
Crushed tankage, 9 and 20%	@ 2.55 and 10c.
Ground tankage, 6 and 35%	@ 21.00
Ground raw bone, per ton	@ 22.00
Ground steam bone, per ton	@ 20.00
Unground tankage, per ton less than ground	@ 50c.

HORNS, HOOFS AND BONES.

Horns, No. 1, 65%70 lbs., average	\$250.00 @ 245.00
Horns, black, per ton	25.00 @ 26.00
Horns, striped, per ton	40.00 @ 42.50
Horns, white, per ton	50.00 @ 55.00
Flat shin bones, 35 to 40 lbs. ave. ton	45.00 @ 50.00
Round shin bones, 35 to 40 lbs. ave. ton	50.00 @ 55.00
Round shin bones, 50 to 52 lbs. ave. ton	57.50 @ 60.00
Long thigh bones, 90 to 95 lbs. ave. ton	90.00 @ 95.00
Jaws, skulls and knuckles, per ton	@ 25.00

LARD.

Prime steam, cash	@ 12.50
Prime steam, loose	@ 12.55
Leaf	@ 12.50
Compound	@ 10 @ 10½
Neutral lard	14½ @ 14½

STEARINES.

Prime oleo	19 @ nom
Oleo No. 2	nom @
Mutton	@ 16½
Tallow	8½ @ 9
Grease, yellow	6½ @ 6½
Grease, A white	7 @ 7½

OILS.

Lard oil, extra, winter strained, tierces	.88 @ 90
Extra No. 1 lard oil	.88 @ 90
No. 1 lard oil	.88 @ 90
No. 2 lard oil	.85 @ 87
Oleo oil, extra	.15 @ 15½
Oleo oil, No. 2	.14 @ 14½
Oleo stock	.13 @ 13½
Neatsfoot oil, pure, bbls.	.80 @ 80
Acidless tallow oil, bbls.	.60 @ 65
Corn oil, loose	6.00 @ 6.10

TALLOW.

Edible	9 @ 9½
Prime city	7½ @ 7½
No. 1 Country	7 @ 7½
Packers' prime	7½ @ 7½
Packers' No. 1	7 @ 7½
Packers' No. 2	6 @ 6½
Renderers' No. 1	6½ @ 7

GREASES.

White, choice	8 @ 8½
White, "A"	7½ @ 7½
White, "B"	7½ @ 7½
Bone	6½ @ 6½
House	6½ @ 6½
Yellow	6½ @ 6½
Brown	6 @ 6½
Glue Stock	6 @ 6½
Garbage grease	5½ @ 5½

COTTONSEED OILS.

P. S. Y., loose	.55 @ 56
P. S. Y., soap grade	.54½ @ 55½
Soap stock, bbls., concn. 62 @ 65% f. a.	3½ @ 3½
Soap stock, bbls., reg. 50% f. a.	2½ @ 2½

COOPERAGE.

Ash pork barrels	.90 @ .92½
Oak pork barrels	1.02 @ 1.05
Lard tierces	1.17½ @ 1.22½

CURING MATERIALS.

Reduced saltpetre	5 @ 7
Boracic acid, crystal to powdered	7 @ 7½
Borax	4 @ 4½
Sugar	
White, clarified	@ 4½
Plantation, granulated	@ 4½
Yellow, clarified	4½ @ 4½

Salt—

Ashton, in bags, 224 lbs.	\$2.25
English packing, in bags, 224 lbs.	1.45
Michigan, granulated, car lots, per ton	3.25
Michigan, medium, car lots, per ton	3.75
Casing salt, bbls., 280 lbs., 2x @ 3x	1.40

LIVE STOCK MARKETS

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Dec. 28, 1909.

Bad weather here introduced an element of weakness in the market; steers 5@15c. lower today than at the end of last week. She stuff and butcher grades sold 10@15c. higher yesterday, and are firm today. Good to choice steers have been scarce this week, a few yesterday good enough to sell at \$6.50@6.85, and top today \$7; bulk at \$5.25@6.40. Cows and heifers and butcher cattle have been selling good right along. Cows sell at \$3.25@5.25; heifers up to \$6.25; bulls, \$3.25@4.75; calves, \$4@8.50, with a few odd head this week at \$9 per cwt., record price on calves for the year.

Hog receipts have fallen short, and runs both days have been extremely meager. The market was 5@10c. higher yesterday, and most sales were 10c. higher again today, with a new high mark for the year at \$8.60 for tops, within 20c. of the high mark of 1882, and except for that year, highest price since the Civil War for hogs. Bulk sold today at \$8.25@8.50, and weights under 200 lbs. up to \$8.45.

Sheep and lambs arrived to the number of 5,000 head today, and the market is 10@25c. higher than close of last week; lambs at \$8.20 today, and yearlings \$7.10. Fair to good lambs bring \$7.75@8 today, and yearlings below fancy grade sell at \$6@6.75; wethers at \$5.25@5.85; ewes, \$4.40@5.40; goats around \$4.25.

Sales to local killers last week were as follows:

	Cattle.	Hogs.	Sheep.
Armour	2,346	11,977	1,571
Fowler	1,555	—	1,058
S. & S.	3,449	8,192	1,346
Swift	3,944	7,917	4,390
Cudahy	1,937	10,909	2,917
Morris & Co.	2,538	6,891	2,252
Am. D. B. & P. Co.	4	—	—
Butchers	140	383	67
Total	15,913	46,269	13,601

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Dec. 29.

Receipts of livestock in all departments this week are exceedingly light. Total cattle receipts so far aggregate 10,800 head, a decrease of approximately 5,000 head compared with the same period last week. The Christmas holidays undoubtedly curtailed the marketing of livestock to a considerable extent, and we look for a return to normal conditions next week. Beef steer transactions yesterday showed weakness, and the advance of Monday was peddled back, leaving the market on about the same basis as the close of last week. Otherwise, prices on all grades of cattle have advanced 10@15c. Calves are quoted 25@50c. higher. Only a few loads of choice beefs were on the market, and no strictly prime grades. Choice steers sold at \$6.65@7.50, and fair to good sorts at \$5.35@6.25. Choice heifers brought \$5.75@6.25, and medium to good killing heifers \$4@5.50. A consignment of prime beef cows brought \$6, the high point of the year; medium to good fat cows landed at \$3.35@4.50. Bulls brought \$3.50@4.75 and calves \$6@8.75.

The supply of hogs was less than one-half of the total received the same three days last week, total receipts aggregating 16,900 head. Another record was established yesterday, when top hogs sold at \$8.75, breaking all known records. Prices today are lower, the

best hogs selling at \$8.65 and bulk of the good grades at \$8.35@8.50.

Sheep and lamb receipts continue moderate, approximately 4,000 head being received so far this week. The first consignment of Colorado lambs of the season reached the market yesterday, selling at \$7.65 to \$8.40. Prices have been higher this week, and most of the decline of last week has been regained. Outside of the Colorado lambs several consignments of Westerns brought \$8.25 and native lambs \$7.50@8.25. Western yearlings sold at \$7.15@7.35, and muttons at \$4.75@5.65.

OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, Dec. 28.

The cattle market of late has been of the usual holiday character, very uneven, with no very positive trend to values either upward or downward. Choice 1,400-lb. beefs sold up to \$6.80, and warmed up stuff as low as \$4. Most of the fair to good 1,050 to 1,300-lb. cattle are selling around \$4.75@5.50. Cows and heifers are selling a little better than last week, the bulk of the fair to good butchers' stock around \$3.25@4, with prime heifers as high as \$5 and canners as low as \$2.25. Cattle receipts for the year 1909 will be approximately 1,125,000 head, or nearly 100,000 more than last year, but not quite up to the record made in 1907.

Fluctuations in the hog market have been more frequent and more violent than for several weeks past, but prices are now fully as high as they have been any time. There is a broad demand for hogs and the receipts are readily absorbed every day. With about 5,500 hogs here today the market was a nickel higher. Tops brought \$8.45, as against \$8.37 last Tuesday, and the bulk sold at \$8.30@8.40, as against \$8.25@8.32 a week ago.

Sheep have also been selling very unevenly, but the market is somewhat stronger than last week for decent offerings of all kinds. Fat stock goes to the packers readily, while thin and half-fat stuff is eagerly taken by the feeder buyers at better prices than the killers are willing to pay. Sheep receipts for 1909 will run about 2,155,000 head, 60,000 more than last year and only a few thousand short of the record made in 1906. Quotations on fat sheep and lambs: Good to choice lambs, \$7.65@8.25; fair to good lambs, \$7.15@7.65; good light yearlings, \$6.50@7; good heavy yearlings, \$5.75@6.50; good to choice wethers, \$5.10@5.50; fair to good wethers, \$4.70@5.10; good to choice ewes, \$5@5.50; fair to good ewes, \$4.50@5.

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO DECEMBER 27, 1909.

	Beef.	Cows.	Calves.	Sheep.	Hogs.
Jersey City	2,149	—	1,735	11,644	10,754
Sixtieth street	1,894	21	1,807	5,209	—
Fortieth street	—	—	—	319	14,401
Lehigh Valley	2,753	—	623	12,659	—
Central Union	3,581	—	232	8,296	—
Weehawken	463	—	—	—	—
Scattering	64	124	25	5,050	—
Totals	10,850	85	4,840	37,873	39,205
Totals last week	11,891	89	5,021	44,043	45,608

WEEKLY EXPORTS.

	Live cattle.	Qrs. of beef.
Morris Beef Co., Sa. Oceanic	—	1,366
Morris Beef Co., Sa. Philadelphia	—	1,226
Morris Beef Co., Sa. Cymric	—	566
Schwarzschild & S., Sa. Minneapolis	214	1,000
Schwarzschild & S., Sa. Cymric	206	—
J. Shamburg & Son, Sa. Minneapolis	255	—
J. Shamburg & Son, Sa. Cymric	212	—
Swift Beef Co., Sa. Oceanic	—	1,325
Armour & Co., Sa. Philadelphia	—	900
Total exports	987	6,493
Total exports last week	502	5,824

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending December 25, 1909:

CATTLE.

Chicago	28,887
Kansas City	15,913
Omaha	9,047
St. Joseph	6,649
Cudahy	444
Sioux City	3,778
Wichita	759
South St. Paul	2,235
Indianapolis	2,616
New York and Jersey City	10,048
Fort Worth	13,368

HOGS.

Chicago	115,730
Kansas City	63,328
Omaha	24,058
St. Joseph	29,846
Cudahy	16,154
Sioux City	12,717
Ottumwa	13,540
Cedar Rapids	6,802
Wichita	12,283
South St. Paul	14,820
Indianapolis	24,240
New York and Jersey City	39,205
Fort Worth	13,422

SHEEP.

Chicago	51,000
Kansas City	13,001
Omaha	13,947
St. Joseph	6,421
Cudahy	475
Sioux City	1,775
Wichita	93
South St. Paul	1,976
Indianapolis	915
New York and Jersey City	37,873
Fort Worth	984

LIVESTOCK AND HIDES IN BRAZIL.

In answer to an inquiry, Vice-Consul-General Joseph J. Slechta, of Rio de Janeiro, furnishes the following information covering the estimated number of livestock and hides and skins in Brazil:

Former estimates, based upon such statistics as were available, gave the number of cattle in Brazil at 30,000,000 head, but judging from the actual figures given for the several States which can report with any degree of accuracy, it is not probable that the number of bovines in Brazil exceeds 25,000,000.

Only by taking the figures given for a few of the States in the various branches of the meat industry can an idea be gained of the more important phases of the business. Another very fair guide as to the number of cattle killed in the whole country may be had in the statistics of exportation of hides and skins. In the State of Rio Grande do Sul, where the most important of the jerked beef beefs are slaughtered each year for this class of meat. In the State of Matto Grosso, which has the next most important industry of the kind, about 605,000 cattle are slaughtered for the same purpose. In the following States the annual figures for slaughtering establishments are: Sao Paulo, beefs, 135,000; hogs, 132,000; goats, 6,000, and sheep, 9,000; Rio de Janeiro and the Federal District, 225,000 beefs; Minas Geraes, 325,000 beefs. The latter State exports (to other parts of Brazil) about 300,000 cattle yearly, of a value not far from \$7,500,000.

The statistics available for horses, sheep, goats, hogs and mules are entirely inadequate—so much so that it is impossible to even estimate the number of each kind of stock in the country. The only State for which anything like complete figures are given is Sao Paulo, which is said to possess 65,000 sheep, 140,000 goats and 1,300,000 hogs.

The total exports of hides from Brazil in 1908 were as follows, in metric tons: Salted hides, 23,314; dry hides, 7,095; goatskins, 2,579; sheepskins, 760; lambskins, 94; miscellaneous skins, 130. Of these total exports, the State of Ceara furnished 90,000 to 100,000 hides, about 300,000 goatskins, and 100,000 sheepskins, weights not available. The total hides and skins annually exported from the State of Bahia amounts to about 6,000 metric tons. The average number of hides exported from Rio Grande do Sul during the past three years is a little more than 900,000.

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, Dec. 31.—Market firm, with more activity. Western steam, \$13.30; city steam, \$12.75; refined Continent, \$13.50; South American, \$14.60; Brazil, kegs, \$15.60; compounds, \$10.25@10.75.

Liverpool Markets.

Liverpool, Dec. 31.—(By Cable.)—Beef, extra Indian mess, 95s. Pork, prime mess, 101s. 3d.; shoulders, 55s. 6d.; hams, short clear, 62s. 6d. Bacon, Cumberland cut, 61s.; long clear, 28@34 lbs., 63s.; 35@40 lbs., 63s.; backs, 62s. 6d.; bellies, 60s. Tallow, 34s. 9d. Turpentine, 39s. 6d. Rosin, common, 10s. Lard, spot, prime Western, 68s. 9d.; American, refined, 28-lb. pails, 68s. 9d. Cheese, Canadian, finest white, new, 56s.; colored, 57s. 6d. American lard (Hamburg), 50 kilos, 63½ marks. Tallow, Australian (London), 34s. 9d. Cottonseed, refined, loose (Hull), 29s. 9d.

FRIDAY'S CLOSINGS IN NEW YORK.

Provisions.

The market opened weak, under heavy selling of pork and larger receipts of hogs than expected, and continued at the decline.

Tallow.

The market was steady and unchanged at 6½c. for city.

Oleo Stearine.

The market was easier with prices held at 18c.

Cottonseed Oil.

The market was dull but firm with the strength in cotton and the improved demand for oils for edible purposes.

Market closed steady. Closing quotations: January, \$7.48@7.49; February, \$7.48@7.55; March, \$7.56@7.58; April, \$7.56@7.60; May, \$7.59@7.60; July, \$7.63@7.64; September, \$7.59@7.60; October, \$6.90@7.10; spot, \$7.45 @7.50. Total sales for the year 1909 were reported as 2,203,500 bbls.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, Dec. 31.—Market weak and generally 5c. lower; quality fair; bulk of prices, \$8.30@8.50; light weights, \$8.05@8.45; mixed and butchers' weights, \$8.20@8.65; heavies, \$8.30@8.65; rough heavies, \$8.30@8.45; Yorkers, \$8.30@8.40; pigs, \$7.20@8.15. Cattle weak; beefs, \$4.10@7.80; cows and heifers, \$2@5.50; Texas steers, \$4@4.80; stockers and feeders, \$2@5.50; Western, \$4@6.15. Sheep steady; natives, \$3.50@5.90; Western, \$3.75 @5.90; yearlings, \$6.50@7.70; lambs, \$5.75 @8.50.

Kansas City, Dec. 31.—Hog market slow, at \$7.85@8.50.

East Buffalo, Dec. 31.—Market for hogs opened lower; 5,600 on sale at \$8.70@8.85.

Cleveland, Dec. 31.—Hogs lower, at \$8.60.

Indianapolis, Dec. 31.—Hogs lower, at \$8.30 @8.70.

Louisville, Dec. 31.—Hogs 5c. higher, at \$8.40@8.75.

St. Louis, Dec. 31.—Hogs lower, at \$6.50 @8.60.

Omaha, Dec. 31.—Hogs weak, at \$8.15 @8.40.

OLEO AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, Dec. 30, 1909.—The present week has been an exceedingly quiet one in oleo business with Europe, but has been an active one in oleo business with the domestic butterine manufacturers, whose business is large and prosperous. There is no improvement in the quality of cattle that come to market, hence the production of oleo is light and the stocks are most moderate both here

and abroad, except of the lower grades, which are in better supply than the finest grades. We have had an easier neutral lard market, caused partly by the holiday feeling in the lard markets, but the demand for all kinds of neutral lard at the present time is excellent. Business in butter oil with Europe continues satisfactory, with the outlook that prices will remain high during the coming year.

GREEN AND SWEET PICKLED MEATS

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, Dec. 30.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 10@12 lbs. ave., 12½ @12¼c.; 12@14 lbs. ave., 12¼c.; 14@16 lbs. ave., 12½c.; 18@20 lbs. ave., 12½c. Sweet pickled, 10@12 lbs. ave., 12½@12¼c.; 12@14 lbs. ave., 12½c.; 14@16 lbs. ave., 12½@12¼c.; 18@20 lbs. ave., 12½@12¼c.

Skinned Hams—Green, 14@16 lbs. ave., 13c.; 16@18 lbs. ave., 13¼c.; 18@20 lbs. ave., 13¼c. Sweet pickled, 14@16 lbs. ave., 12½@12¼c.; 16@18 lbs. ave., 13c.; 18@20 lbs. ave., 13½c.

New York Shoulders—Green, 10@12 lbs. ave., 10½c. Sweet pickled, 10½@11c.

Picnic Hams—Green, 5@6 lbs. ave., 9¼c.; 6@8 lbs. ave., 9¼c.; 8@10 lbs. ave., 9¼@9½c. Sweet pickled, 5@6 lbs. ave., 10c.; 6@8 lbs. ave., 10½c.; 8@10 lbs. ave., 10½c.

Clear Bellies—Green, 6@8 lbs. ave., 13¼c.; 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 13¼c. Sweet pickled, 6@8 lbs. ave., 13¼c.; 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 13¼c.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Dec. 29, 1909.—The latest market quotations are as follows: 74 per cent. caustic soda, \$1.85 to \$1.90 basis 60 per cent.; 76 per cent. caustic soda, \$1.90 to 2c. basis 60 per cent.; 60 per cent. caustic soda, 2c. per lb.; 98 per cent. powdered caustic soda in barrels, 3c. per lb.; 58 per cent. soda ash, 90c. to \$1 basis 48 per cent.; 48 per cent. carbonate ash, \$1.10 per 100 lbs.; borax, 4¼c. per lb.; talc, 1½@1½c. per lb.; silic, \$18@20 per ton of 2,000 lbs.; marble flour, \$9@10 per 2,000 lbs.; silicate soda, 80c. per 100 lbs., no charge for barrels; chloride of lime in casks \$1.75, and barrels \$2 per 100 lbs.; carbonate of potash, 4½@4¾c. per lb.; electrolytic caustic potash, 88@92 per cent., at 5½ @5½c. per lb.

Prime red palm oil in casks 15/1800 lbs., 6½@6¾c.; genuine Lagos palm oil in casks 15/1800 lbs., 6¾@7c. per lb.; clarified palm oil in barrels, 7¼c. per lb.; palm kernel oil, 8½@8¾c. per lb.; green olive oil, 90c.@\$1 per gal.; yellow olive oil, 90c.@\$1.40 per gal.; green olive oil foots, 6¾@7c.; peanut oil, 65 @70c. per gal.; Ceylon coconut oil, 9¾@9½c. per lb.; Cochin coconut oil, 10@10¼c. per lb.; cottonseed oil, \$7.60@7.65c. per lb.; corn oil, 6.90@7c. per lb.

Prime city tallow in hhds., 6½c. per lb.; special tallow in tierces, 7½c. per lb.; choice tallow in tierces, 7¾c. per lb.; oleo stearine, 19@19½c. per lb.; house grease, 6½@6¾c. per lb.; brown grease, 6¾@6½c. per lb.; yellow packer's grease, 6½@6¾c. per lb.

RECEIPTS AT CENTERS

SATURDAY, DECEMBER 25, 1909.

Holiday. No markets.

MONDAY, DECEMBER 27, 1909.

	Cattle.	Hogs.	Sheep.
Chicago	19,500	12,335	10,000
Kansas City	7,400	3,336	2,000
Omaha	3,100	2,500	3,500
St. Louis	4,500	6,500	5,000
St. Joseph	1,000	1,500	500
Sioux City	500	1,000	.....
St. Paul	400	500	2,500
Ft. Worth	500	.....	150
Milwaukee	.....	2,619	.....
Peoria	.....	800	.....
Indianapolis	.....	2,000	.....
Cincinnati	1,001	2,106	135
Pittsburg	2,000	6,000	2,000
E. Buffalo	3,000	10,500	11,500
New York	3,502	8,578	9,844

TUESDAY, DECEMBER 28, 1909.

Chicago	7,000	13,800	15,000
Kansas City	9,000	6,131	5,000
Omaha	3,000	3,700	4,000
St. Louis	3,500	5,900	1,800
St. Joseph	2,000	2,500	.....
Sioux City	1,700	2,100	.....
Ft. Worth	1,500	300	.....
Milwaukee	.....	2,128	.....
Peoria	.....	700	.....
Indianapolis	800	5,000	.....
Cincinnati	239	1,785	144
Pittsburg	.....	1,500	500
E. Buffalo	75	1,000	1,400
New York	865	6,712	3,375

WEDNESDAY, DECEMBER 29, 1909.

Chicago	18,000	18,002	15,000
Kansas City	8,800	8,445	3,500
Omaha	2,100	4,500	2,500
St. Louis	3,000	7,724	1,500
St. Joseph	2,500	4,000	500
Sioux City	1,200	2,800	1,500
Ft. Worth	600	300	.....
Milwaukee	.....	6,284	.....
Peoria	.....	1,200	.....
Indianapolis	.....	7,000	.....
Cincinnati	692	2,346	250
Pittsburg	.....	4,000	500
E. Buffalo	.....	1,000	3,800
New York	2,636	7,082	3,900

THURSDAY, DECEMBER 30, 1909.

Chicago	17,000	18,000	15,000
Kansas City	4,000	8,000	3,000
Omaha	2,800	5,300	6,300
St. Louis	2,500	6,000	2,000
St. Joseph	200	700	1,500
Sioux City	700	2,000	.....
Fort Worth	1,600	2,711	.....
Milwaukee	.....	1,100	.....
Peoria	.....	1,000	.....
Indianapolis	.....	5,000	.....
Cincinnati	540	4,256	350
Pittsburg	.....	4,200	.....
E. Buffalo	100	3,200	7,000
New York	2,499	2,193	4,754

FRIDAY, DECEMBER 31, 1909.

Chicago	4,500	20,000	8,000
Kansas City	1,500	6,000	2,000
Omaha	1,000	4,500	3,500
St. Louis	2,000	9,238	1,000
St. Joseph	900	3,500	500
Sioux City	300	2,600	200
St. Paul	400	1,800	400
Ft. Worth	900	800	.....
Milwaukee	.....	4,320	.....
Indianapolis	.....	8,000	.....
Cincinnati	.....	5,956	.....

MEAT AND STOCK EXPORTS

WEEKLY REPORT TO DECEMBER 27, 1909.

Exports from—	Live cattle.	Qrs. of beef.
New York	887	6,493
Boston	2,058	1,868
Baltimore	600	—
Philadelphia	1,449	—
Portland	1,613	—
St. John's	909	—
Exports from—		
London	8,136	7,189
Liverpool	2,170	1,107
Glasgow	204	—
Manchester	903	—
Bristol	548	—
Avonmouth	530	—
Totals to all ports	7,581	8,356
Totals to all ports last week	4,427	7,066

Government Inspection

requires your packing house to have the most

Sanitary Arrangement

We are specialists in this work Write us in regard to your requirements

TAIT-NORDMEYER ENGINEERING CO., Wright Building St. Louis

Retail Section

THE RETAIL BUTCHER AND ADVERTISING

How and Why the Dealer Can Make Money Through Publicity

(Copyright, 1909, by Frank Farrington.)

VI.—WINDOW ADVERTISING.

[EDITOR'S NOTE.—This is the seventeenth of a series of articles on Retail Advertising, which should be of interest to every wide-awake butcher. Though it deals with the retail trade, its points are well worth the attention of wholesalers and others, to whom advertising can be made as much of a profit-earner as it can to the retailer.]

If your shop is small, the window is your advertising man. If the shop is large, it is one of your best advertising mediums. In any event, you cannot afford to let it stand idle for a minute, let alone a day. It really needs no vacations, for it never tires of working, and its pay goes on, whether it works or not, so you might just as well get all you can out of it.

There was a time when the open door was considered the last thing in modern store-keeping. The store front that was all door was the best store front. Nowadays the store front to be right must be all window, and this has been proved correct by conclusive evidence that the windows sell the goods and that one door can let in people to buy as fast as half a dozen windows can draw them, and one window can draw more people in a day than a dozen doors could draw in a month.

Get the height of your windows right. It makes a difference what kind of a store you run, what kind of goods you want to display, with regard to the height of your window flooring. If you were showing furniture you would want the window down to the level of the sidewalk. But as you are showing meats and meat products, you need the window up two and a half feet or more. You want the goods to be where the public who wish to can see them best.

In the same way, the windows that would best display furniture would be so large as to be almost useless in showing meats and poultry. Of course, the average butcher shop is not likely to have such large windows as the furniture store, but if it does, they should be cut up into smaller ones. But whatever their size, don't be afraid of wearing out your windows by cleaning. Plate glass has been known to endure washing for 80 years without showing any sign of wear.

The Lighting of the Show Window.

The lighting of a window is important. It should be as bright as you can afford to make it at night, unless you do not keep the store open evenings, and even then it often pays to keep the lights on in windows of the closed store as an advertisement. Your window display is to sell goods, not to make people exclaim "Oh, see that bright light!" That means that the light should be on the goods, not flashing out into the street in the eyes of the passers-by.

The lights may be made to light up the goods and not the street by placing them around the window frame with hoods showing black or dark to the outside and lined with reflecting surfaces. The tyro in window dressing often makes the mistake of thinking

that if he gets a red light on the goods it will be something exceeding novel. No colored light will show up the goods as a plain lamp will. The red light may attract a little attention as a red light, but as an illuminator it will prove a failure every time. Same way with any other distinctive color.

It would seem that a window would have no trouble in keeping itself light in the day time, and that is true. But a window will sometimes be too light during daytime. There will be so much light on the glass that no one can see behind it. The reflections will spoil the whole exhibit.

Window reflections can be prevented, or at least modified very much, by attention to the following details. White or very light colored backgrounds help do away with the reflections. It sometimes makes a good deal of difference to paint the window ceiling white and slope it from the upper edge of the glass downward and backward to the top of the vertical background, or to have a dull white window base which will neutralize the reflection. A bright light reflected from the light colored sidewalk will cause a reflection.

Many a shop is known by its windows. It is an up-to-date store, or it is a dead store, just as the windows show themselves. Hundreds of people pass your shop who never come in. They may pass it almost daily for a long while before they ever enter. Those people know the inside of the place only as they can judge of it by seeing the outside, and if the external view is not alluring, all the longer before they come in.

There should be some dignity to a window but not too much. There should be some boldness. On the famed gates of Busyrane was inscribed, on gate the first, "Be bold!" on the second "Be bold, be bold, and ever more be bold," on the third "Be not too bold!" Bear that in mind, then, in making up window displays. Be bold to adopt and to practice new things. Be conservative to avoid new things that are undignified, unbusinesslike or impractical. The window is no place for "horseplay," any more than is the newspaper space.

There is much of opportunity in window advertising. There is every chance for what Charles V. called the partnership of "myself and the lucky moment." Window displays must be opportune to draw their best. So must any advertising. Proper attention must be paid to making the display fit the time and the events of the day or week. Catch the spirit of the public in regard to any passing fancy or occasion.

Do It Right and Do It Systematically.

As one of the very best methods of advertising, window display cannot be expected to be absolutely free from expense of any kind. Many storekeepers, especially smaller ones, think that any money spent in getting up a window exhibit is just that much thrown away. Unless the sum spent is out of all proportion, it is the best kind of advertising investment. It brings results right away, real, tangible results. You can stand inside

and see the possible customer halted by the sight of the attractive window and then in the turning of her steps toward the door and note the purchase she makes after she gets inside, the purchase not only of what she saw in the window, but also of what she sees after she comes in and looks around.

Window advertising should be as systematic and as thorough as any other kind. There must be no slipshod work. You are putting yourself and your shop on record when you get up a window exhibit. You are placing your work and your goods right in the limelight, where every defect, if there is one, will show at its full value. See that you are at your best as seen in the window display.

Window advertising ought to follow the printed advertising of the shop, and generally should supplement it. If you show in the window goods advertised in the newspapers, you add a great deal to the value of the paper advertising and detract nothing from the window advertising. Showing the goods is what sells them, and when you have made people think of certain goods by talking about them in the papers, you have the chance to make them look at them in the windows and see how the goods themselves compare with the stories you have told about them.

You have been told so many times to put prices on your goods as shown in the windows that it ought not to be necessary to mention it again. The goods with the price cards, as a rule, sell faster than the goods without the cards. Price cards ought to be present in sufficient number to give actual figures on everything exhibited. A window display without a price card is like a watch with the dial left off. And yet the place must not be "plastered" with price cards. There is such a thing as overdoing it, especially in the meat business.

The man who makes up the windows ought to be a student of windows all the time. Window displays ought to be his main thought. In the small store a special window display man cannot be employed. The proprietor himself may have to do the work. In the meat business the boss ought to be the best window dresser, since he should know the most about the stuff he wants to show. But in any event one man ought to do all the window dressing, and then he will get to know how, even if he is green at the start. When one clerk dresses the windows one time and another at another time, no one acquires any ability.

(To be continued.)

BE CHEERFUL AND READY.

Just as well throw a bucket of ice water on your customer as to wait on him in moody silence. People who buy things these days are accustomed to getting a cheerful service, and the retailer who cannot be cheerful had better employ a cheerful clerk to do the work for him. The buyer sometimes reserves the right to be cross, morose, exacting, cranky, crabbed or anything else, but he is never willing to grant the same privilege to the seller, and the retailer who is able to send him away with a smile on his face is mighty likely to be remembered first when the next purchase is to be made.

This thing of being remembered first and given the first opportunity to sell goods is a big advantage which should never be overlooked, and to hold the advantage a retailer should so thoroughly post himself on all the talking points of the stock in trade that he can keep the customer interested until the sale is made and be able to answer all questions, even to methods of use, and how to cook as in the case of meats. One cannot give out too much information about a good thing.

How Mechanical Refrigeration Saves \$800 per Year



One-Ton
BRUNSWICK
Refrigerating
Machine

HENRY SEAMAN, PORT WASHINGTON MARKET.

Port Washington, L. I., Feb. 22, '09.

The Brunswick Refrigerating Co.,
New Brunswick, N. J.

Gentlemen:—

Regarding the Refrigerating Machine which I purchased from you in March, 1906, I wish to state that the same has given me entire satisfaction.

I have a two-ton plant connected to a main storage box containing a freezer, and also connected with it a corned beef tank. I operate with a gasoline engine and consider that the plant has paid for itself since it was placed in operation.

Formerly my ice bill was about \$800.00 a year, and my present running expenses are about \$250.00 a year. I consider my saving on trimmings and the advantages of the freezer more than offset this \$250.00 a year.

The operation of the plant is so simple and easy and the satisfaction it gives is so great that it is a pleasure to show it to my friends and acquaintances among the trade, who occasionally call in to see the plant running.

Wishing you every success, I remain

Yours very truly,

HENRY SEAMAN.

This is only one of many letters from butchers giving unquestionable proof that

BRUNSWICK REFRIGERATING AND ICE-MAKING MACHINES

are most profitable investments for butchers and provisioners. They save money, meat and muss. They are tangible evidence of up-to-date, sanitary methods. The increased trade bound to result from the confidence of customers cannot be estimated but is certain to be considerable. Cool, clean, flyless meat displayed in a refrigerated counter has an appetizing appearance that sells it to many people who would not buy under ordinary summer conditions. You owe it to yourself to find out about this modern necessity by writing for our free booklet.

The Brunswick Refrigerating Co., 120 Jersey Avenue, New Brunswick, N. J.

OUTSIDERS IN THE MEAT TRADE.

There is a general impression that a man who enters into a business about which he knows nothing and has had no practical experience, is simply courting financial disaster, says Col. John H. Schofield, secretary of the United Master Butchers of America, and himself an old master butcher. There may be exceptions, of course, but it will be found that many grocers who have failed attribute their failure to adding fresh meat departments. First, they failed to recognize that, unlike groceries, fresh meats are perishable, and that in order to secure any profit, especially in these days of high prices, close and economical cutting is absolutely necessary.

All meat cutters are unfortunately not honest, and those who are not take advantage of an employer's inexperience in many ways. We have in mind one St. Louis grocer who was paying a meat cutter \$15 weekly and who had so many friends among the demi-monde of the section that the fresh meat department showed increasing losses weekly, although doing an apparently good business. The proprietor began to suspect something crooked, closed his fresh meat department and sent his son to a firm in the Union Market to learn meat cutting. After three months the son returned and the fresh meat department was reopened and father and son now do a good meat and grocery business.

Several St. Louis retailers who were apparently doing a large meat and grocery business were obliged to quit or go into bankruptcy. They admitted that the ex-

pense and waste attending their fresh meat department had been their undoing. In a large city meat cutters are more plentiful than in smaller places, but even in St. Louis good, reliable and responsible meat cutters are scarce, and that condition is growing more acute because of the long hours and in some cases Sunday work.

Sometimes it is inconvenient to have a meat cutter quit at short notice, and especially if the proprietor knows nothing about cutting. In Portsmouth, O., Henry Haines was obliged to close his market because Andy Nagel left his service. Mr. Haines has established a milk depot in his market until such time as he can secure another meat cutter. This is a good example of what may happen to the grocer or other man going into the meat business without knowing anything about it.

LOCAL AND PERSONAL.

Harris Mestler will open a grocery and meat market in Perry Block, East Syracuse, N. Y.

Steenrod & Steenrod, butchers, of Mounts-ville, W. Va., have gone into bankruptcy.

John Saul, 53 years old, for many years engaged in a meat business in Pittsburg, Pa., and in Sewickley, is dead at the home of his sister, 301 Chestnut street, Northside.

The old Diamond Market House at Pittsburg, Pa., was destroyed by fire on the night of Dec. 22. It is likely that the structure will be rebuilt at a cost of approximately \$300,000.

Two butcher shops at Many, La., have been destroyed by fire with a loss of \$8,000.

The Atlantic City Meat Company has been incorporated by Walter R. Carroll, Garfield Hancock and J. Edward Fagen.

Emil Hillman, of 697 Custer street, San

Francisco, Cal., is holding his own. His trade is growing to such an extent that he is going to add another delivery wagon shortly.

Fonder & Company, butchers, of Rockford, Wash., are opening a branch meat market in Freeman, Wash.

Wright & Wright have disposed of their meat market at Washougal, Wash., to A. F. McFee.

J. A. Hudson has succeeded to the meat business of Hooper & Hudson at Elgin, Ore.

Hugo Lenz has moved his butcher shop from the temporary quarters to his new building at Krupp, Wash.

Johnson & Sisk have opened up a new meat market at Anaway, Idaho.

The butcher shop of R. C. Sly at St. Maries, Idaho, has been destroyed by fire.

J. W. Cochran has disposed of his meat market at Moro, Ore., to J. M. Axtell.

J. L. England, of Albany, Ore., has sold out his meat business to Al. Calloway.

Auget & Chesnut have succeeded J. R. Winton in the meat business at Pasco, Wash.

Jesse & Hoffner have started a meat market in Marcus, Wash.

R. A. Lowe is reported engaging in the meat business at Florence, Ore.

J. W. Hauxhurst has purchased the butcher shop of Meiss & Armand at Klamath Falls, Ore.

The Youngstown, Ohio, Meat Cutters' Union has elected the following officers: President, Arthur Trainer; vice-president, Harvey Sisco; recording secretary, Moody Ripple; financial secretary, Charles Kelly;

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treasurer, John A. Martin; guide, Albert Markus; guard, Morris Everett; sergeant-at-arms, L. Donie; business agent, John Sauce; trustees, L. Donie, David Francis and M. Steiner; delegates to the United Labor Congress, Harry Gessaman, John Sauce, J. A. Martin and Moody Ripple.

W. J. Jeffs & Son are engaging in the meat business at Tacoma, Wash.

John Cauldwell has reopened his Square Deal meat market at Madison, Kan.

R. A. Roberds will open an up-to-date meat market in the Morris building at Eureka, Kan.

Benjamin Babcock has disposed of his butcher shop at Freeport, Mich., to Frank Hyde.

Martin Brothers have engaged in the meat business at South Boardman, Mich.

Seath & Deacy have disposed of their Kalkaska meat market at Evart, Mich., to James Brady.

O. R. Burnworth has succeeded to the butcher shop at Bangor, Mich., of Vollmer & Burnworth.

James O'Reilly has sold his interest in the Montana Grocery & Meat Company, Great Falls, Mont., to Charles H. Small.

Reames & Reames are engaging in the meat business at Sprague, Wash.

Leaflet & Ingram have purchased the butcher shop of Thompson & Ranazahn at Grangeville, Idaho.

West Brothers have engaged in the meat business at Enterprise, Ore.

Maries Brothers have sold out their meat business at York, Neb., to M. Huegal & Son.

Henry Ohms has disposed of his butcher shop at Hildreth, Neb., to Groat & Fruhling.

Henry Anderson has engaged in the meat business at Grant, Neb.

Fren Harkson has disposed of his meat business at Wahoo, Neb., to Blodgett & Gould.

Murray & Gibbs are reopening the City meat market at Greeley, Neb.

Joe Callaway has engaged in the meat business at Alexandria, Neb.

Roy Cox, of Elwood, has engaged in the meat business at Oxford, Neb.

E. P. Murphy has opened a new meat market on the corner of 23d and Corning streets, Parsons, Kan.

The New Cash Grocery and Meat Market has been opened at 913 Kansas avenue, Topeka, Kan., by Marion Sheldon.

The Elk Meat Market of Ogden, Utah, has been incorporated with \$1,000 capital stock. The officers are: Arthur Mitchell, president and manager; Mary Emmertsen, vice-president; Katherine Mitchell, secretary, and Nick Anastas, treasurer.

The meat market formerly owned by Mr. Kluntz at Sutton, Neb., has been sold to Dan Griffith of Madison.

A \$50,000 public market house is to be erected by J. E. Horton and W. H. Matthews at Spokane, Wash.

BE GOOD TO SALESMEN.

It is your privilege to be unpleasant to salesmen for wholesalers, but you had better not. A good many retailers put up with anything their customers may say to them and are still able to smile, and then when a traveling man comes in to sell them something, they grasp the opportunity to be nasty enough to him to make up for what they endured at the hands of others. This may be considered a good escape valve, but it is not. He will stand the imposition, but they are very likely to pay up for it in good hard cash of the realm before he gets through with them, and the longer the payment is deferred the more likely he is to add on interest.

It pays to be good natured to everybody, not only because we feel better ourselves, but because we are in that way able to make others feel the same way, and if there is any class in the business world who are entitled to our kindest thoughts, it is the salesman. They are a hard working bunch of boys and when treated right are always willing to do us a favor.

G. E. Nye, the Swift expert in beef grading, was in town from Chicago for a few days this week.

Swift & Company's sales of fresh beef in New York City for the week ending Dec. 25 averaged 8.21 cents per pound.

Vice-President Thomas E. Wilson, of Morris & Company, was in New York for a day this week accompanied by Mrs. Wilson.

The Christmas turkey market may be described by the single expression "Going down!" just as the Thanksgiving market was very much on the "Going up!" order.

Lippman Katz, the first man in New York to establish a kosher butcher shop on the East Side, died on Thursday, Dec. 22, at his home, 61 East 86th street, at the age of 77 years.

Charles Giegerich, a butcher, 53 years old, was found dead in bed in his home at No. 751 Ninth avenue, of gas poisoning about half past four o'clock Wednesday morning. Death was due to accident.

A. Silz, the big West Fourteenth street poultry and game merchant, has issued a neat blotter souvenir showing a column of celery-fed geese marching toward his place of business. It is one of the usual neat Silz ideas.

William Schmidt, 39 years old, who kept a butcher shop at No. 290 Stagg street, Williamsburg, and slept in a rear room, was found dead early Monday with a gas tube in his mouth. Despondency and ill health was said to be the cause of the act.

George Kern, the well-known Ninth avenue provision manufacturer, is completing plans for a new seven-story plant which it is said will be one of the finest of its kind in the country. C. E. Huntley & Company are the architects.

The annual vaudeville entertainment and ball of the United Dressed Beef Company employees occurs at Terrace Garden next Friday evening, Jan. 7. It is said the show will be even finer than before, and the trade knows what a U. D. B. show is.

The sixteenth annual ball of the East Side Branch, United Master Butchers of America, takes place at Palm Garden, East 58th street, on Monday evening, Jan. 10. It is expected that National President E. F. O'Neill will be on hand to lend dignity and geniality to the occasion.

The holiday week joke in the Gansevoort market district was the lot of beef breads presented by Charles Bechstein of the Hammond provision department to Manager Fitzgerald of the Conron Bros.' Tenth avenue house. That is, Fitz thought they were sweet breads when he received them. He changed his mind later, at home, when it came to cooking them.

New York Section

Dumont Clarke, president of the American Exchange National Bank and a director of Swift & Company, died at his home at Dumont, N. J., on Sunday, after a brief illness. It was said that Mr. Clarke persisted in attending to business despite the orders of his physician, and took cold as a result. He was one of the finest types of banker and business man, and was noted for the fidelity and unselfishness with which he carried out trusts left in his charge by others.

A bomb placed in front of Ginsbourger Bros. meat market at No. 715 Columbus avenue one night this week blew out a plate glass window, causing about \$150 damage. The bomb consisted of a section of galvanized pipe, in which were chemicals. It was sealed at both ends and provided with a fuse. Last summer a bomb of the same kind was touched off in front of an Italian fruit store on the opposite side of the street. Ginsbourger Bros. rent their window privilege to an Italian.

The New York livestock market showed some big advances Monday, the storm having cut down the arrivals to such an extent that there were not enough offerings to go around. The limited supply gave dealers the opportunity to advance quotations, which they lost no time in doing. Steers sold up to 25 cents a hundred, choice grades being quoted at \$7.50. Veals were advanced from 50 cents to \$1 a hundred. Receipts of calves for two days were 1,061 head, and the demand was by no means satisfied. Poor to choice grades sold at \$7 to \$11.50 a hundred pounds.

NEW YORK MEAT SEIZURES.

The Department of Health of the City of New York reports the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending Dec. 25, 1909, as follows: Meat.—Manhattan, 19,150 lbs.; Brooklyn, 8,515 lbs.; total, 27,665 lbs. Fish.—Manhattan, 2,690 lbs.; Brooklyn, 100 lbs.; total, 2,790 lbs. Poultry and Game.—Manhattan, 4,868 lbs.; Brooklyn, 880 lbs.; Bronx, 70 lbs.; Queens, 46 lbs.; total, 5,864 lbs.

COTTON OIL TRADE ASSOCIATION.

There was a largely attended meeting of the cotton oil trade on the New York Produce Exchange Tuesday night, at which an organization was formed of members of the trade identified with the Produce Exchange, and refiners and others interested, for the purpose of closer association, and for the promotion of mutual interests of the trade and good fellowship. Joseph Gash, of the American Cotton Oil Company, was elected president, John Aspegren, of Aspegren & Company, vice-president; T. J. Hunter, of the Williams Commission Company, secretary, and H. Werleman, treasurer. Members of the Produce Exchange identified with the oil trade will be members of the association on payment of dues, which are nominal. The association will give at least two dinners a year.

